A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

June 10, 1963

## Sales trek to 9 countries, 500 plants

# Business Bulletins *from around the world*

**ARGENTINA**—Trade surplus of $130 million reported for first quarter of 1963, with exports of $286.1 million and imports of $156.1 million. In corresponding period of 1962, $111 million deficit was registered.

Preliminary Central Bank estimates indicate Gross National Product declined about 4% in 1961-62.

**FRANCE**—Gold and foreign exchange reserves rose $53 million in April to $4.05 billion. About $33 million was received from Federal Republic of Germany as final indemnity to French victims of nazism. Some $61 million was repaid against 1957 loan granted by International Bank for Reconstruction and Development (IBRD) to Credit National. Another early loan repayment to IBRD has been scheduled for May, consisting of $5.6 million in capital and $4.2 million in interest.

Financial liquidity has become so abundant that French Treasury floated $200 million long-term bond issue early in May—first since 1958—aimed at absorbing some of excess liquidity. Bonds carry 4¼% interest, are exempt from personal income tax and mature in 15 years.

**ISRAEL**—United Associates, Inc.—formed by Jack D. Weiler and Benjamin H. Swig, New York and San Francisco realtors—to finance construction of more than 2,000 immigrant housing units. Project is based on agreement between Jewish Agency for Israel and Penn Mutual Life Insurance Co. of Philadelphia, Massachusetts Mutual Life Insurance Co. of Springfield, State Mutual Life Assurance Co. of Worcester (Mass.), and Phoenix Mutual Life Insurance Co. of Hartford (Conn.). United Associates to invest $10 million, including $1 million of own capital, $4.5 million in proceeds of 15-year notes at 6½% interest subscribed by 4 participating insurance companies, and another $4.5 million in subordinated capital participation subscribed to by Israel Economic Development Corporation.

**LIBERIA**—Agency for International Development (AID) makes available $24.3 million loan to Liberia to finance 90% of construction of hydroelectric project at Mount Coffee. This aid is tied to U.S. procurement.

International Monetary Fund (IMF) agrees to stand-by arrangement allowing for drawings by Liberian Government up to $5.7 million over next 12 months in support of program for financial reform. Fund also approves rescheduling of Liberia's external debt.

**LIBYA**—Petroleum exploration continues to dominate economic scene. In April 35 wells were completed, 12 successful. By end of month 724 wells completed throughout the country. Producing wells to date total 300 with tested daily production estimated at 457,274 barrels.

**MALAGASY REPUBLIC**—Government signs economic and commercial agreement with Japan. Each party to extend most favorable treatment possible to other's products, especially where import permits and customs duties are concerned. Payments to be made in convertible currency.

Government also signs contract with Westinghouse International Co. concerning establishment of possible industries in Madagascar. Total cost of contract, $100,000.

**MALI**—Agency for International Development grant will be used to finance Mali's petroleum imports (exclusive of aviation gasoline) for second half of 1963. Program will cost $655,000 and generate counterpart funds for development projects.

**MOROCCO**—Recent estimates of 1963 cereals crop are as high as 3,500,000 metric tons. This would be largest since 3.5 million-ton 1954 crop. 1962 crop ran to 2.87 million metric tons.

**NIGER**—Informed sources say capital of Niger Development Bank to be increased from 150 to 450 million CFA francs ($610,000 to $1,840,000).

**PHILIPPINES**—Congress adjourned May 24 without passing most of key economic legislation requested by President Macapagal. Legislation of interest to American business community that failed of passage included foreign investment bill and amendments to Retail Trade Nationalization Law and to Mining Law. One of few measures passed suspends tax on long-term capital gains acquired before Jan. 1, 1963 for 5-year period, provided proceeds are invested in Government bonds or in domestic Filipino-owned or controlled industrial or agricultural enterprises. Short-term capital gains still to be subject to tax.

**SOMALI REPUBLIC**—Mogadiscio press reports Communist China-Somali Republic trade and payments agreement signed in Peking May 15, 1963.

**SUDAN**—World Bank Mission arrives in Khartoum to study Sudan's 10-Year Plan. Study to be basis for Bank's consideration of any Sudanese requests for financial assistance in connection with specific projects under Plan. Mission also to consider feasibility of organizing consultative group for development assistance to Sudan. Mission to stay for about a month.

**TAIWAN**—International General Electric, Whirlpool International sign technical cooperation agreements with Chung Hsin Electric Machinery Manufacturing Corporation, Taiwan, to produce air-conditioners, refrigerators for local market.

Licensing agreement by Carter Products, O.S., Inc. of New York gives China Chemical & Pharmaceutical Co., Ltd., exclusive license to process, package, distribute, sell Carter products in Taiwan on royalty basis.

**TUNISIA**—With reopening of one cork factory and laying of cornerstone for second, authorities anticipate substantial expansion in cork exports. In 1962, shipments of cork and cork products were valued at about $800,000.

**TURKEY**—Foreign trade activity for January-March was at highest level in years. March imports were $44 million ($50 million in January, $49 million in February), while exports totaled almost $42 million ($41 million in January, $42 million in February).

Value of country's mineral and metal-products production increased 8.8% in 1962 over 1961. Significant gains were in copper, cement, crude petroleum, lignite, and boron minerals. Value of mineral exports remained at 1961 level, declining as a proportion of total 1962 exports.

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## the cover

When they're through, the "payload" being packed into this electronics company's panel wagon for its European sales operation will amount to $31,000—yet 2 men can manage the job with the aid of a special hydraulic lift. Story on page 2.

# International Commerce

*formerly* FOREIGN COMMERCE WEEKLY

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DELIVERING THE GOODS

# Mobile 'sample-case' sent to Europe by manufacturer of electronic testing gear

## Sales engineer takes loaded panel wagon on 9-country, 20,000-mile tour, making on-the-spot demonstrations

By STANLEY LICHTENSTEIN
*Staff Writer*

Have you heard the one about the traveling salesman who covered 20,000 miles in 9 countries in one year, toting $31,000 worth of electronic testing and calibrating equipment with him?

This may sound like a tall story, but it's on the way to coming true nonetheless. Instead of a sample case, Anthony R. Faiola—half-way through his 1963 European itinerary—has with him a specially equipped panel wagon displaying the wares of his firm, Radio Frequency Laboratories of Boonton, New Jersey. Mr. Faiola, an electrical engineer, is finding customers for RFL products in the United Kingdom, France, Italy, Switzerland, West Germany, Belgium, Holland, Norway and Sweden.

### Realistic demonstrations

Specializing in precision calibration standards, power supplies, magnetics equipment, and crystal impedance meters, the 40-year-old company has adopted this method of demonstrating its goods under actual working conditions in European plants. Executive Vice-President Edwin S. Seabury explains:

"We have always participated in trade shows and provided our representatives with up-to-date information, but as our line of equipment expanded and individual pieces became larger, we found that showing equipment in the plant where engineers could work with it first-hand created a real sales boost. Our domestic test-equipment sales increased 15% each year for the past 3 years; I will consider our European venture a success if we add $150,000 in sales."

### Groundwork

Before Mr. Faiola embarked on his current tour, Mrs. Marion C. Huff, overseas sales supervisor, spent 19 whirlwind days contacting officials of U.S. consulates and the 8 firms which represent RFL in Europe. Introduced by U.S. commercial attaches to spokesmen for each country, she concluded an agreement that touring RFL equipment would not be subject to normal duties—because no equipment would be sold off the vehicle—while equipment ordered by European firms would be subject to tariff. Upon Mrs. Huff's return to the United States, she spent a day at the Commerce Department for further briefing, and expressed her strong appreciation for the assistance and courtesies of commercial attaches and officers whom she had consulted on the trip.

### Trade fairs

A certain amount of doubling back and forth is apparent on Mr. Faiola's itinerary, but there is method in this—the idea being to have his visits coincide wherever possible with major electronics trade fairs. In Paris early in May, Mr. Faiola reported that he had been very well received by some 20 area companies he had visited, with each firm preparing to place orders for at least one piece of RFL equipment and a good basis laid for future sales. By the time the trip is completed, about 500 European plants will have been contacted. An essential part of the RFL sales engineer's baggage is descriptive literature in English, German, French and Italian.

### Selling points

At RFL's New Jersey headquarters, Mr. Seabury notes that his company's Common Market research showed that RFL equipment would fill "a definite present need, long felt by European manufacturers." The U.S. firm's contribution, he contends, is three-fold:

"First, our equipment permits use of less skilled personnel to test components and finished products, permitting the European manufacturer to assign his scarce highly-trained people to more productive tasks.

"Secondly, we learned that many European test and quality-control procedures are similar to those prevalent in

READY FOR COUNT-DOWN: Preparing to go into action on French phase of sales campaign, Radio Frequency Laboratories engineer-salesman Anthony R. Faiola (right) consults Thomas E. Drumm, Jr. (left), commercial counselor of U.S. Embassy in Paris, and Marius Berlin, director of RFL's French representative.

the United States immediately after World War II. Too many components have to be hand-assembled, a time-consuming task. Consoles containing many elements needed to do an over-all job were the American time-saving answer, and one which we believe is particularly attractive overseas.

"Finally, console equipment with interlocked circuits provides the highest degree of safety for the employee. We know European manufacturers are concerned about safety and we believe this facet will have strong sales appeal."

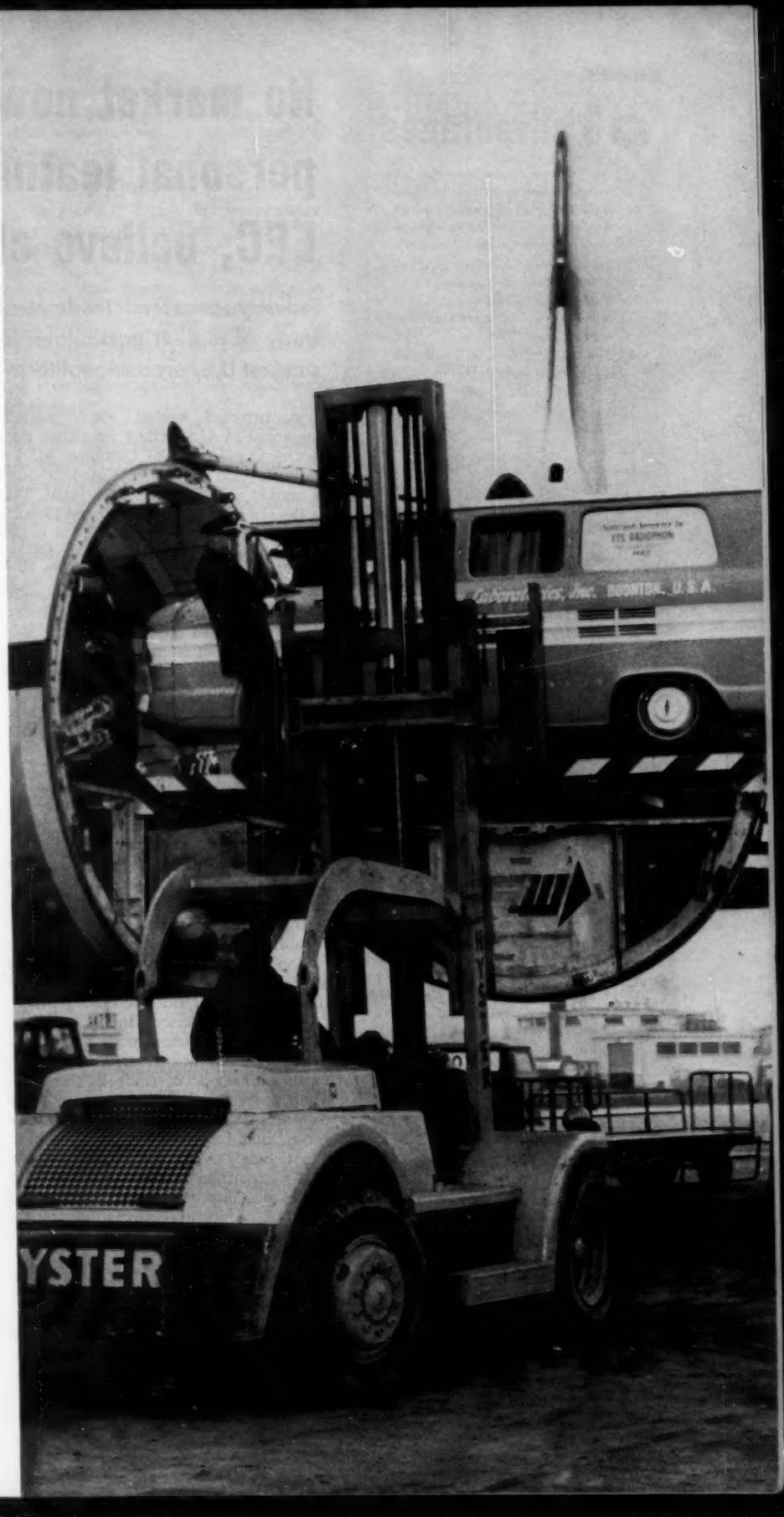
## NATO standards

Another market-enhancing factor is believed to be North Atlantic Treaty Organization (NATO) requirements for manufacturers doing its military work. According to Mr. Seabury, his firm's equipment meets military and National Bureau of Standards criteria, as exemplified by the RFL crystal impedance testing meters—"the only off-the-shelf units of their type commercially available in the Western world." Europe, he adds, has no manufacturer of instrument calibration consoles.

With his panel wagon, Mr. Faiola can bring the equipment into the calibration or testing area, or special demonstration rooms of larger plants. Orders placed with RFL representatives are relayed to Boonton, and shipments filling the orders are uncrated, inspected and tested by the company's representatives before final delivery to buyers. "Our representative is also responsible for any service that may later be required," Mr. Seabury notes.

The Department of Commerce, convinced that the RFL overseas marketing program can be profitably emulated by U.S. firms in a variety of fields, has arranged to receive periodic reports on the New Jersey manufacturer's European drive and furnish other U.S. companies with helpful information which may result. Alluding to Secretary of Commerce Luther H. Hodges' 1963 goal of a 10% ($2 billion) boost in U.S. exports, Radio Frequency Laboratories says: "We will be very proud if our program helps other American firms to open new overseas markets and we are glad to do our part in supporting Secretary Hodges' program."

Results of Mr. Faiola's trip are awaited with keen interest, since it is probably the first instance in which an American firm without European manufacturing facilities has packed up its products and taken them to potential customers on their home grounds.




**HANDLE WITH CARE: New Jersey firm's testing and calibration gear, not the least bit airsick, is taken off plane at Orly Field, Paris.**

## 16 advantages

1. The Common Market Countries and the United Kingdom today represent a population equal approximately to that of the United States (200 million people and growing).
2. The successful marketing of a product in these countries can lead to an enlargement of the market to include the outer seven. (An additional hundred million people.)
3. There is total or over employment in the countries visited, with its attendant steady earning capacity.
4. Wages and living standards are rising and will continue in the foreseeable future.
5. The Gross National Product of the countries involved is making a steady and healthy gain.
6. There is discernible a freer flow of discretionary income into less essential consumer goods.
7. Automobile ownership, a barometer of economic progress, is setting new all-time records.
8. Stores are crowded with shoppers at all times of the day, despite the lack of newspaper advertising.
9. The European shopper is quality minded and knowledgeable and trading up.
10. Traditional concepts, while still weighing heavily upon purchases, are slowly giving way to the new and the different.
11. Fashions in wearing apparel, in shoes, hair styling and coloring, are outstanding examples of the inroads being made on the classical look.
12. Few if any Common Market Countries or United Kingdom producers of personal leather goods have as yet introduced or promoted personal leather goods as a fashion accessory.
13. The concept of personal leather goods as a fashion accessory was received with enthusiasm in most cities visited, quizzical doubt in other cities, complete rejection in none.
14. American made merchandise is not objectionable to the foreign consumer. It is highly sought after when new and different.
15. Department store operations are growing steadily with each country looking toward more pronounced growth.
16. Small special stores, representing the overwhelming retail distribution in the Common Market Countries and the United Kingdom, cognizant of this development, are looking for the kinds of merchandise which will attract and keep their clientele.

# No market now for U.S. personal leather goods in EEC; believe change possible

### Industry-sponsored Trade Mission conducted on-the-spot study of market possibilities in 5 European countries; suggest U.S. promotional techniques can open market

A personal leather goods market, measured by U.S. selling standards, does not now exist in the Common Market countries and the United Kingdom. Such a market can, however, be created. This is the gist of a report made to the Department of Commerce by the second industry-sponsored Trade Mission to be authorized by the Department.

A group of six executives of leading U.S. personal leather goods manufacturers conducted an extensive survey of export possibilities in the United Kingdom, Italy, France, Belgium and West Germany from March 18th to April 5th. Their report, just made public, indicates the belief that the same merchandising, advertising and promotional techniques which have proved successful in this field in the U.S. could open a tremendous market in Europe.

Personal leather goods are defined as wallets, billfolds, french purses, key cases, cigarette cases, eye glass cases, and other leather accessories. While the primary production is in leather, non-leather articles are part of the industry's manufacture.

The Mission was organized for the Bureau of International Commerce by the Luggage and Leather Goods Manufacturers of America, Inc., on behalf of its personal leather goods segment.

The Mission was created as a result of the imbalance of trade in this field. The European countries visited are heavy exporters to the U.S. of personal leather goods, and import very little goods of this nature. After the passage of the Trade Expansion Act with possible tariff reductions impending, the Department and the sponsoring association teamed up to take a first hand look at the export possibilities.

Mission members, in their report, urge individual study and analysis of market possibilities by U.S. manufacturers planning to enter this market. They point out that their report is based on observations made in certain European cities which might typify the better market of the country involved.

Advantages and disadvantages to successfully penetrating this market, which the Mission believes to exist, are listed in adjoining columns.

A summary of the Mission report, by countries visited, follows:

### Belgium

This report on Belgium is based on findings in the city of Brussels.

The present styling of Belgium merchandise is made specifically for the local market. Manufacturers consider the size of their currency and provide separate compartments for each denomination of money. We (U.S. manufacturers) are not competitive if we are to create merchandise similar to the Belgian manufacture. However, our purpose is to present the new, fresh look. Their inventories are heavy with plain, black, blue, and red women's merchandise. Belgian stores need the U.S. decorative, light, bright colors and new design concept to increase sales volume. The U.S. must develop this new market, not construct for the old. We will be higher priced for merchandise of similar quality but believe the new look will sell.

The Belgian market presents an excellent opportunity. Department store buyers showed interest and wanted to improve their volume. The general appearance of the stores indicated progress. For example, three out of four stores visited had representatives in the American market. The fourth has association with a Paris store represented in the American market. They evinced willingness to try American merchandise. In addition to department stores, we interviewed distributors of leather products. They all had representation in the entire country and felt business could be obtained with proper presentation in this market.

**Mission members—**

**HOWARD A. BAUMAN,** President
Enger Kress Co., West Bend, Wis.

**OLIVER WENDEL GORNALL,** Director & Vice President Sales
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**FRANK M. GREGORY,** Asst. General Sales Manager
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**THOMAS J. ROLFS,** Vice President Marketing
Amity Leather Products Co., West Bend, Wis.

**WILLIAM H. ST. THOMAS,** President
St. Thomas, Inc., Gloversville, N.Y.

**JACK CITRONBAUM,** Executive Vice President
Luggage & Leather Goods Mfrs. of America, Inc., New York, N.Y.

## West Germany

Leather goods produced and sold in Germany, as elsewhere in Europe, is of the traditional, conservative type.

When only price is considered, the differential on the same item between their retail price and ours is nothing to be concerned about.

Our visits included some of the finest leather goods stores and department stores in Frankfurt, Wiesbaden, Duesseldorf and Cologne. We were cordially and hospitably received on every hand.

Based on our limited study of only a few major cities, we believe that distribution would be one of our most serious problems. To successfully serve medium and small stores it would be necessary to secure an efficient wholesaler who would be willing to carry a stock of U.S. merchandise in Germany.

The German manufacturer operates under a completely different philosophy of distribution than his American counterpart. His responsibility ends at the retailer's door. To our knowledge, no national advertising has been done by German manufacturers. The American manufacturer guarantees his product to the consumer and places a great deal of emphasis on merchandising, advertising, packaging, displays and point of sale promotion to create demand.

A strong, alert, local industry is on the lookout for new ideas just as we are. We believe that there is a limited market in Germany for our personal leather goods, if new and unusual. A successful sales campaign will, however, require ingenuity, unremitting effort, patience.

## The United Kingdom

The group of stores that were visited by members of the Trade Mission included the three largest department stores in the United Kingdom, several specialty type leather goods stores, a variety store chain and drug store chain.

In order to compete successfully in this market the American styled billfold would have to be modified since American style men's billfolds cannot compete successfully.

We feel that American manufacturers of ladies' goods may be able to compete. We base this conclusion on the fact that, at present, the basic merchandising principles that govern the presentation of ladies' personal leather goods are utility, quality of workmanship and price. American made merchandise can offer new fresh colors, surface decoration, fashion rightness and set-packaging.

To be successful we must sell a new merchandising concept based on color, surface design and packaging. In order to do this the merchandise presentation will need the support of advertising and effective point-of-sale material.

## France

As France exports, so also does she import—as seems to be quite common in the European countries.

While France (and Paris particularly) is referred to as the world center of fashion, the French people do not accept our fashion concepts of brighter colors and designs on women's merchandise. Whether they can be influenced in this direction is conjecture at this time. Some merchants indicated a willingness to try.

Our matched accessory concept is desirable insofar as regular key cases, eyeglass cases and cigarette cases are concerned.

Paris has many department stores as well as an abundance of fine specialty shops for leather goods, etc. French merchants attend the various leather fairs. They also buy direct. They appear to be receptive to American made merchandise in general. Merchants accepted our packaging and merchandising ideas enthusiastically.

## Italy

The Mission visited Rome, Milan and Turin in Italy. To our surprise, we learned that our decorated high fashion accessories do not presently appeal to Italian women in Rome and Milan. They were said to prefer utilitarian products of classic styling, no decoration and mostly black as a color. In Turin, there was much more enthusiasm for our kind of merchandise.

Size and variation of the currency requires multiple divided pockets. Only in Turin did we find interest in color in the higher priced specialty shops.

It would be difficult to successfully export American leather products to Italy, of the kind now being manufactured and sold there.

## 9 disadvantages

**The difficulties which must be considered and surmounted are—**

1. Language differences between the countries necessitating the conduct of business in all its detailed aspects including advertising, in the language of each country involved and outmoded and costly distribution methods with central warehousing appearing essential.
2. Traditional characteristics of the different people involved plus a high degree of economic Nationalism.
3. Necessity for fulfillment of basic material desires (food, shelter, clothes) buoyed by increased living standards and differences in paper currency sizes with size standardization not foreseeable which appears to offer little or no market for men's and women's wallets.
4. Favored tariff treatment between Common Market Countries with eventual elimination already scheduled combined with high tariff barriers, internal taxes and other fixed charges; i.e. freight, insurance.
5. Price competition not only from domestic producers but also from Common Market producers and in some areas from Eastern Europe and Asia.
6. Overwhelming number of small producers employing low-paid artisan workers.
7. Specialty store operations represent about 70% to 80% of the total retail business. This is a major problem for large scale distribution with a scarcity of department store operations as normal large volume users and much manufacturer ownership or control of retail outlets.
8. Complete absence of retail newspaper advertising of personal leather goods resulting in rejection or lack of acceptance of the manufacturer brand name concept as guarantee of quality control, etc.
9. Little if any fashion atmosphere sufficiently generated to have reached mass market proportions.

'OUR MAN IN BANGKOK' APPROACH

# With 11 employees this firm now sells in 34 countries; finds exporting profitable

## Spray Products Corporation had no overseas sales in 1957; aggressive plan to enter field in 1960 is paying off; finds Commerce Dept. a big help

By RICHARD H. HENRY
*Vice President and Director of Exports*
*Spray Products Corp.*

Getting into export for the first time is not as difficult as it might appear. My firm—a small company with 11 employees—was selling to *0* foreign countries in 1957, *4* in 1960, and to *34* as this article is being written. The development of our foreign sales in these few years has been an exciting—and profitable—adventure. And it was particularly gratifying to find that, in advancing the business interests of the Spray Products Corporation, we were at the same time helping in the over-all picture of the U.S. balance of payments.

Spray Products' domestic sales from 1956 until 1960 had been increasing steadily for a new product originated by us, starting fluid in an aerosol can. We felt this was the answer to all problems of starting internal combustion engines whether in cold or warm and damp climates. We advertised in trade magazines and we participated in trade shows in the U.S. And a few orders trickled in from overseas from firms which had read our advertisements or had been to U.S. automotive shows.

It was evident, therefore, that sales could be made overseas and the decision was taken in 1960 by Mr. Charles P. Orr, president, to enter the export field with an aggressive plan, rather than wait for the occasional order.

How to do this? Our steps were laid out in a pattern which we feel any company with a good product can follow.

### Export department

First of all, it was decided to choose an export director—someone who had been in sales and had had international experience, with preferably a command of one or more foreign languages. There were alternatives—such as a combination export manager, export agent, export commission house, or export merchant—but Spray felt the direct method would be preferable.

The new export director, shortly after joining the firm, attended a comprehensive seminar conducted by a trade association, with lecturers from leading companies in the field, bankers, and others long experienced in foreign commerce. We also joined the Overseas Automotive Club and the Foreign Traders of Philadelphia, receiving the benefits of association with other export managers. Regular attendance at these and other meetings such as the National Foreign Trade Convention, International Executives, World Affairs Council, and discussion and action groups, are part of a continuing indoctrination in export. Such groups are found in all parts of the United States and can be invaluable sources of information and experience for exporters, whether novices or old hands at the game.

### Commerce Department helps

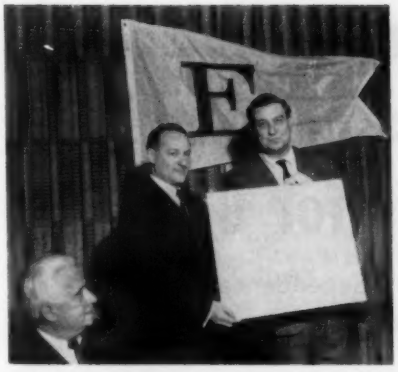
Next, a chain of distributors had to be set up around the world in those markets we felt would be ready for our starting fluid and related products. Before going abroad, the export director took several preliminary steps. He visited the Department of Commerce field office in Philadelphia, armed with a copy of his itinerary. This proved to be an "Open Sesame" to new contacts, for the itinerary was widely circulated abroad to U.S. diplomatic and consular posts.

An adjunct to the actual trip was the obtaining of trade lists from the Department of Commerce. Likely prospects were contacted by mail before the export director left his office. Some prospects said they would be glad to see him, a few did not reply. But we have found from experience that if you say you will call at a person's office on such and such a day, whether in Reykjavik or Racine,

BILINGUAL DISPLAY: Visitors to U.S. Trade Center in Bangkok last fall were introduced to Spray Products by Y. C. Guan of Bangkok Automotive Supply Co. (left) and Richard H. Henry of New Jersey-based company. Literature they are holding is in Thai language; sign over-head is in English and Thai.

quick and courteous answer usually results.

We have also used Trade Contact Surveys and World Trade Directory reports both here and abroad; interesting leads and up-to-date information on prospects have been provided. Trade Missions to various countries have been contacted before their departures and business proposals submitted, several of which have resulted in the appointment of new distributors. But, essentially, experience has taught us that business trips abroad are vitally necessary, and distributors and sales can best be realized by personal contacts. Our export director has been in areas where people complained that they rarely saw U.S. manufacturers—and sales which were just waiting for the visit were consummated.



PENNANT WINNER: For boosting its exports from zero to 6% of total sales in 5 years, Spray Products received 'E' award presented by Under Secretary of Commerce Roosevelt (right) as Senator Kenneth Keating (seated) looks on.

### Initial visits

The first detail was that of sorting out leads, meeting various "candidates", checking through credit references, and coming up with the right person or persons. Again the help of the Government was enlisted, this time U.S. Commercial Attaches or members of the staff in various Embassies or Consulates to which the Department of Commerce field office had sent a copy of the export director's itinerary.

The initial visit, therefore, in the city abroad was to the U.S. commercial office. The attaches and their people have given truly wonderful service; they are very export-minded. They have advised on local economic and political conditions affecting marketing, on restrictions where such exist, customs duties, and tariff numbers for our products. They have arranged appointments with local businessmen and government officials. They have been able to give necessary credit information or sources of credit information on prospects. Newcomers to exporting have every reason to use the Department of Commerce field offices and the commercial attaches abroad. They can save you time and trouble and your list of representatives world-wide can grow that much faster.

The export director, traveling to Europe several times, Central and South America, the Far East, Australia and New Zealand, has been surprised on many occasions. Orders have come in unexpectedly for certain products in some places, and where one product does not succeed for varying reasons, another one may do. But only a trip abroad—sitting down with a distributor, having sales meetings with his salesmen, demonstration of products, distribution of sales aids, actual calls upon his customers—gives you the key to successful marketing of the items most appropriate for each area. You need the on-the-spot, "our man in Bangkok," approach.

### Sales aids

What about sales aids? Far too many U.S. companies send literature overseas in English. What would a customer in Sioux City think on getting an excellent Finnish-made product with a folder or directions in Finnish on the box? His feelings and expressions of annoyance would be roughly similar to those of a Finnish mechanic in Lapland who might receive a can of our diesel fuel conditioner with English instructions. So it is essential to have all labels, literature and instructions in the appropriate language if you want to make sales and repeat sales abroad. This is the commonsense approach. And, of course, wherever correspondence can be carried on in French, Spanish, German, Portuguese, and others, it should be done. We are a small company and are doing it, although we admit we are stumped by Japanese and Swahili! For it is polite and virtually imperative that letters received in a foreign language be answered in the same language—and promptly.

We have advertised widely in trade publications and have sent mats of ads overseas. In cooperation with our distributors, ads in export magazines have been placed in the respective countries in order to pinpoint local markets directly. Text and language have been adapted to fit individual customs and business practices. Inquiries received in our home office have been promptly answered with copies to the country representative for his follow-through. This is a must.

Trade shows in the United States and Canada have proven worthwhile. It is particularly true overseas. We have had displays in the Automotive Maintenance and Equipment shows in the new U.S. Trade Centers in both Bangkok, Thailand, and Frankfurt, Germany, with excellent results. The export director attended both Bangkok and Frankfurt Centers during his trips to the Far East and Europe. So satisfactory have been our contacts, sales and publicity that we will have a display in the Trade Centers in London and Tokyo in May and July respectively of this year.

Export is a never-ending, dynamic, full-of-surprises experience. Certainly there are discouragements, but it is rewarding to watch the number of countries where products are being sold increase each year. We are just one small company, but we are convinced that there are many like us which have excellent products well suited for overseas markets. We offer them full encouragement; our own experiences and results have proven to us that a look at export can be interesting, challenging and profitable, and will materially contribute to the U.S. Government drive to increase exports.

## Peru adopts organic law for regime's oil company

Peru's military junta recently promulgated the organic law (Decree Law No. 14473) for the Government oil company, Empresa Petrolera Fiscal (EPF), which for 10 years had been operating without a special law.

EPF's capital—to be about $56 million—will be derived from profits on its present operation, royalties, taxes, and import and export duties which would normally be paid to the Government but which will be waived under the decree.

The company, which is to have a minimum duration of 30 years, will explore and exploit petroleum and hydrocarbons in Government-held areas.

In accordance with past practices, all petroleum territory within 30 miles of international boundaries will be given to the company for developing. Although EPF is prohibited from participating in a mixed society of Government and private capital, it is permitted to contract with national and international firms.

EPF is empowered to contract for a refinery and petrochemical plant near Lima. Bids have already been asked.

# East Africa to be visited by trade experts on mission seeking business for U.S.

## Former British colony is close to independence; region offers promising prospects for U.S. exports

A Department of Commerce Trade Mission is scheduled to visit Kenya, Tanganyika, Uganda, and the off-shore island of Zanzibar this fall as part of the export expansion campaign.

The area, formerly collectively known as British East Africa, is close to full independence. Tanganyika and Uganda achieved independence in 1961 and 1962 respectively; Kenya and Zanzibar, now self-governing, soon will be independent.

A vast region, over one-fifth the size of continental United States with over 23 million inhabitants, the three mainland countries comprise one internal economic customs union with no taxes or duties across interterritorial borders. There is a common currency, and transportation and communication facilities are maintained by an East African Common Services Organization. Trade controls are minimal and the region is considered to offer promising prospects for U.S. exports.

Trade Information Centers will be established in each capital city (Nairobi, Kenya; Dar es Salaam, Tanganyika; Kampala, Uganda). A number of other significant centers of trade and industry will also be visited for shorter lengths of time.

Products for which there is a comparatively favorable market for expanded U.S. exports fall into two categories:

(1) Items now being imported and marketed by single large agencies which stock replacement parts and provide servicing. These include automobiles, trucks electrical appliances, air conditioners; farm, road building, mining, and irrigation equipment.

(2) Those for which the U.S. is new in the market but in which considerable local interest is being shown—for example, canned goods, textiles, clothing, hardware, building materials, pharmaceuticals, cosmetics, electric light fixtures.

The Mission will include five U.S. businessmen selected according to their experience, as follows:

### Need Specialists

Small industries specialist. Industry in East Africa is largely based on the potentials for processing local agricultural and/or mineral resources. This would include the processing of cashew nuts, vegetable canning, wood products, etc. The person selected must be familiar with equipment necessary for the development of such small industries, rather than a person prepared to give advice on the development of small industry. This is necessary to maximize the export potentials derived from the Mission.

Specialist familiar with agricultural and road construction equipment, preferably familiar with farm equipment for large as well as small farms. The governments are concerned with development and they are emphasizing transportation and communications improvement, as well as extensive development of agricultural production through plantations which may or may not be government operated. As a result, there should be a good market for farm and irrigation equipment, building materials and road building equipment.

Investment specialist with experience in making joint-venture and licensing arrangements. Investment, although not the primary motive for a Mission to East Africa, will nonetheless play an important part in view of the under-developed stage of these areas, and their dependence upon external sources to finance industrialization and general economic development.

General importer-exporter specialist with experience in a variety of consumer goods. Despite limited income in East Africa, there is a growing demand for an increased diversification of consumer goods, including electrical appliances, air conditioning units, clothing and apparel including wash and wear fabrics.

Trader, experienced in chemicals, pharmaceuticals and drugs, with a specialized knowledge of insecticides, pesticides and fertilizers. Much emphasis is being placed on health, welfare, sanitation, and these products play an important role in agricultural improvement programs.

Qualified businessmen interested in serving on this Mission are requested to submit their applications to the Director of the Trade Mission Program, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or to any of the Department Field Offices.

## Market profile—East Africa

**Area:** About 683,000 square miles, an area roughly equivalent to one-fifth the continental land area of the United States. Tanganyika is largest with 363,000 square miles, followed by Kenya (225,000 square miles), Uganda (97,000 square miles), and the Zanzibar Protectorate (1,000 square miles).

**Population:** About 23 million.

**Currency:** East African shilling (one E.A. shilling equals U.S. $0.14). Unit of account is the East African pound, roughly at parity with English sterling.

**Gross Domestic Product:** Approximately $1.6 billion (1960 figures).

**Motor Vehicles:** About 80,000 passenger cars; 3,000 buses; 60,000 trucks.

**Daily Newspapers:** 15.

**Electric Power Production:** About 800 million kw-hr in 1960.

**Principal Cities:** Nairobi (population 261,000), Mombasa (152,000), Dar es Salaam (129,000), Kampala (47,000), Zanzibar (46,000).

**Total Volume of Trade:** About $800 million (imports about $400 million) in recent years.

**Principal Imports:** Automobiles, trucks, petroleum products, farm equipment, road building machinery, mining apparatus, irrigation equipment, cotton fabrics, construction materials.

**Principal Exports:** Cotton, coffee, sisal, oilseeds, tea, cloves.

# 7 questions to answer when submitting 'BP'

## U.S. firms interested in doing business in East Africa are offered new opportunity

The U.S. Trade Mission to East Africa will take with them Business Proposals from American firms interested in obtaining trade contacts in the areas to be visited. The closing date for submission of the Proposals to the Trade Mission Division is September 15th.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships or firms interested in entering into other type business arrangements are invited to participate in the Business Proposal program.

In contemplating use of the Business Proposal Service, it is urged that careful consideration be given to the practicality of the particular product or service to the country to be visited.

Each Business Proposal submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout the countries to be visited, prior to the arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member. U.S. firms will be provided the names of all overseas firms which show a definite interest in their Business Proposals.

### Necessary action

U.S. firms wishing to submit a Business Proposal are asked to answer the questions below and submit with two copies to the Director, U.S. Trade Mission to East Africa, Bureau of International Commerce, Washington 25, D.C. Submit a separate set of proposals for each Trade Information Center (Nairobi, Dar es Salaam and Kampala).

❶ What product or service do you wish to sell or offer?

❷ Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. Note: The Trade Mission will not seek a substitute for an established agent.

❸ Are you interested in a joint venture? If no, describe your proposition briefly giving details of products or services to be provided.

❹ Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

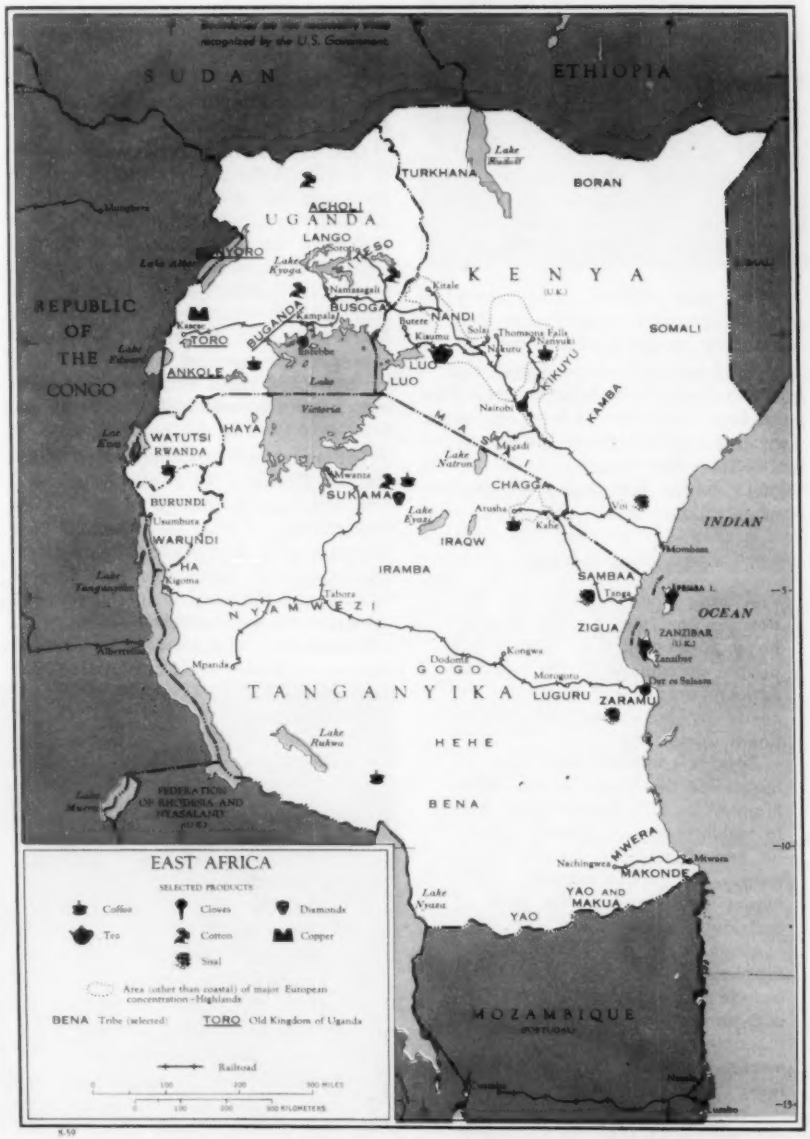
❺ Do you want to make a direct investment abroad?

❻ Do you wish to import for your own account or act as a commission agent?

❼ What type of firm is best qualified to transact your business?

### Need current report

Business Proposals must be accompanied by one of the following: ❶ Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from any Department of Commerce Field Office; ❷ a current mercantile agency report, or ❸ a current bank report.



### Summary

A booklet containing a summary of each Business Proposal will be distributed in principal business centers in Kenya, Tanganyika and Uganda. A summary, in 35 words or less, must be included with each Business Proposal submitted.


### Need brochures

Business Proposals must be accompanied by information such as brochures and other descriptive material in order that the Mission Member can make the most effective sales presentation. Data on the size and scope of submitting firm, catalogues and price lists are appropriate for this use. Price information should include Cost-Insurance-Freight (CIF) quotations.

Organizations representing several firms may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

Firms that offer a wide variety of products are asked to summarize them by commodity groups in their letter.

Printed material on products or services may be included with Business Proposal for distribution to firms in Kenya, Tanganyika and Uganda. However, no more than fifty single sheets can be shipped abroad for each Business Proposal.

### More on Africa

A basic guide for American businessmen on the general outlook for expansion of U.S. exports and private investments in the separate African areas was published recently by the Bureau of International Commerce.

Specific countries have been selected for the study—Africa: Sales Frontier for U.S. Business—not only to highlight sharp contrasts in overall export outlooks but also to illustrate the various marketing techniques required on the part of individual exporters.

Maps, charts, and photographs supplement the text; appendices include a 19-table section on African market indicators. Prepared as a supplement to International Commerce, the book can be ordered from the Superintendent of Documents, Government Printing Office, Washington 25, D.C., for $1 a copy.

# Greek Industrial Corporation to open New York branch; eases access to EEC markets

## Economic Minister meets with President, high U.S. officials; producers in Greece avoid EEC's Common External Tariff; development corporation emphasizes private entrprise

The opening of the Industrial Development Corporation of Greece's U.S. office in New York City will make access to the markets of the entire European Economic Community easier for U.S. manufacturers.

One of the most attractive incentives to private American participation in the economic life of Greece is that nation's associate membership in the European Common Market. Greece joined the EEC in November, 1961, and received immediate advantage of mutual tariff cuts already effected among Common Market member countries. Greece now can export to member countries at their lowered tariff rates while only gradually reducing its present higher duty on imports over the next 12 to 22 years.

The Industrial Development Corporation of Greece (IDC) was established, with the encouragement of the Greek Government, as a private organization in February 1960. It seeks to promote large-scale industrial development of Greece through the infusion of foreign capital, management, and technical skills.

Panayiotis Papaligouras, Greece's Minister of Economic Coordination, will open the New York Office at 1290 Avenue of the Americas on June 11. He will remain in New York for about 10 days, meeting with various business and financial groups.

Before coming to New York, Mr. Papaligouras spent a week in Washington, where he was received by President Kennedy and conferred with Commerce Secretary Luther H. Hodges and several other Cabinet members.

The IDC management is committed to the philosophy of private enterprise. Its capital is $40 million, all of which is available for investment. It has the full support of the Greek Government, which contributed 45% of its original capital. The remaining 55% of capital came from the private Greek banking and business community and certain deposit and loan funds.

The Board of Directors has 7 members, 3 appointed by the Greek Government, and the remainder from the private banking and business community.

In reaching its objective, the fundamental approach of the IDC is to bring foreign capital, technology, and management into attractive investment opportunities in Greece. In some cases, this will be accomplished through formation of new enterprises; in others, through assisting existing companies to modernize and expand.

The IDC of Greece offers many forms of assistance and cooperation to potential foreign investors

❶ **Financial**—IDC Financial participation in an enteprise takes the form of the investment of equity capital, preferably in cooperation with private foreign or domestic capital. Even in cases where IDC's equity participation is as high as 50% or more, it strongly hopes and prefers that its partner private investors will be capable of assuming operating control and management of enterprises.

❷ **Non - Financial Assistance** — The IDC is prepared to assist potential foreign investors in their dealings with Government services, the Greek banking system, Chambers of Commerce, and Greek business and industry generally.

❸ **Information**—IDC will provide any desired information regarding investment in Greece. Feasibility studies are available on more than a score of Greek industries, and IDC is prepared to consider cooperation with potential investors in arranging for additional feasibility studies which may be needed.

❹ **Help in Working with Greek Government**—The IDC of Greece is uniquely organized to assist the foreign investor in preparing necessary applications and fulfilling other Government requirements under the various investment laws.

# Mr. International Commerce

## E. E. Schnellbacher starts 40th year of service to U.S. business

The dean of international trade promotion will begin his fortieth year of service in the Department of Commerce on June 12.

Widely known as Mister International Commerce, this public servant, through his enthusiastic work with businessmen and educators, is enhancing citizen understanding of the importance of trade to the well-being of the nation and to international good will.

Emil St. Elmo Schnellbacher, now an Assistant Director of the Bureau of International Commerce, has talked to trade groups, participated in seminars and clinics, and spearheaded promotional campaigns designed to interest the business community in trading abroad. Hundreds of manufacturers engaging in international trade owe their entry and success, at least in part, to his efforts.

### Known as "Schnell"

At the 26th annual Chicago World Trade Conference last March, Mr. Schnellbacher, popularly called Schnell, was recognized as the only person present who had attended each meeting. Sponsors of other annual world trade conferences throughout the county attribute much of the success of these meetings to his advice and assistance.

In wide demand as a public speaker, he traveled in 1960-61 more than 100,000 miles in the United States stressing the need for increased overseas sales promotion on the part of U.S. firms.

### Global traveler

Mr. Schnellbacher's travels have taken him to every continent. He has served on and/or headed numerous U.S. trade delegations. In 1949, he was a member of the joint Economic Cooperation Administration-Commerce Mission to investigate the possibilities of increasing Western Europe's dollar earnings. In 1951, he was co-chairman of the U.S. Delegation to the Regional Conference on Trade Promotion of the United Nations Economic Commission for Asia and the Far East, held in Singapore, and in 1954, deputy chairman of the U.S. Delegation to the Caribbean Trade Promotion Conference held in Port of Spain, Trinidad.

He has personally led U.S. Trade Missions to India, Canada, and the Union of South Africa. He served as a member of the U.S. delegation to the Second Session of Subcommittee on Trade, ECAFE, at Tokyo in 1956.

"Schnell"

### Gold medal

Mr. Schnellbacher was given the Department's Gold Medal Award for Exceptional Service in 1950. Author of numerous articles on international trade which have appeared in business and professional magazines and of several Commerce Department publications, he received the Man of the Year Award from the World Trade Writers Association in 1956.

Mr. Schnellbacher spearheaded the U.S. travel development program in the Department of Commerce and the Office for U.S. participation in the international trade fairs of the world. More recently, the Trade Missions and Trade Centers programs were created under his directorship.

### Since 1924

Joining the Department's Bureau of Foreign and Domestic Commerce in 1924, he has served as Chief of the Commercial Intelligence Division, Chief of the Commercial and Economic Information Division, and Director of the Intelligence and Services Division of the Office of International Trade. In 1953, he became Director of the Office of Trade Promotion, Bureau of Foreign Commerce, which encompassed all the active export expansion programs of the Department. He was appointed in 1961 as Assistant Director of the Bureau of

**DIFFERENT EMPHASIS: The international trade picture of the 1945-55 decade was dominated by the "dollar gap." To help restore a healthy trade balance to Europe, Mr. Schnellbacher and Eugene Braderman, both of the Office of International Trade, visited 11 countries in 1947 to explain to European exporters how they could sell effectively in the U.S. market. Below are the two Commerce officials with the Czech Minister of Foreign Trade—the last meeting before Czechoslovakia joined the Communist bloc.**

International Business Operations, and in February 1963 he was assigned to his present position.

Born in Quincy, Illinois, Mr. Schnellbacher has an A.B. degree from the University of Illinois and an L.L.B. from Georgetown University. He is a member of the bar of the District of Columbia and of the State of Illinois.

## Several basic services, still acclaimed today, were pioneered by Schnell

Early in his career, Mr. Schnellbacher understood the relationship of a high level of international trade to a sound national economy. One of his first contributions to promotion of such trade was the pioneering and development of several practical informational aids and services to U.S. business.

These services continue today to be regarded by the business community as the most basic and essential informational aids provided to both new and experienced world traders by the Department of Commerce. Among them are:

World Trade Directory Reports—concise descriptions of individual foreign firms — available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce; Trade Lists of foreign firms by commodity and by country, which may be purchased from the same office at $1 each; and trade opportunities, published weekly in International Commerce.

## India gets $20 million power development loan

The International Development Association (IDA), an affiliate of the World Bank, recently extended a credit equivalent to $20 million to India for electric power development in Andhra Pradesh State. The credit will cover about half the cost of building a 120,000-kilowatt steam power station at Kothagudem, a reservoir to supply cooling water and a 150-mile transmission line to connect the station with other power facilities.

The project will be built and operated by the Andhra Pradesh State Electricity Board, which will be assisted by consultants during the construction period. The Kinnerasani dam will be built by the State Government, which is responsible for public works of this kind. All equipment will be purchased on the basis of international competitive bidding. The total cost of the project is estimated at the equivalent of $41 million.

# Jazz provides true communication overseas

By Neil C. Hurley, Jr.

**Chairman, National Export Expansion Council**

Chicago—Like misty clouds that have no home, or diplomats, kings and card players, jazz music needs no passport to cross frontiers, but is carried duty-free in the hearts of people through the jingle-jangle jungle world it portrays. Some say jazz is the only American art form. True or not, it did develop on the bayous and flats of the Mississippi delta, moved north through Memphis, St. Louis and Chicago, from where it spread like seven year locusts throughout the earth.

One point is certain. Jazz is United States and couples listening in Barcelona, or Brussels, or Oslo or Tokyo, the hundreds of milions that turn on radio, feel closer to us. With jazz we communicate.

Since what is good for the United States in international affairs is good for trade, we discussed the matter recently with John Maher, publisher of the world's best known authority. Maher is a pony-raising suburbanite in Hinsdale, a man whose idea of pretty good dancing music was Alice Blue Gown until he took over Downbeat magazine fifteen years ago, a publication that is the scriptures for the hep set, which includes girls to whom a beauty parlor is square and lads to whom a barber shop is only for trimming beards, but as essential as a church to a monk.

We have sent Dizzie Gillespie, Louis Armstrong, Dave Brubeck, Cozy Cole, Red Nichols, Benny Goodman and a host of others abroad to break the midnight quiet of pleasant lands and reception has been overwhelming, night after blaring night.

Maybe there are other authorities on jazz than Downbeat scholars, but Downbeat, which is sold on the newstands in 86 countries, hears a blue note ten thousands of miles away. Correspondents roam the world, augmented at times by the holy writ of itinerant jazzmen, whose comments frequently resemble the dogma of boxers at weighing in ceremonies. Don Ellis, a trumpeteer who raised American prestige behind the curtain, recently did something from Warsaw that without music was somewhat less original than the concerto.

Maher claims that there is a very fine line between people who admire classical music and those who like jazz. "From surveys," he says, "we know we have a very cultured readership.

"In Russia, we pay our correspondent in records," he declared in true tradition of publishers everywhere. "Actually, they're more valuable than money. It's not unusual that albums will sell black market many places for $50."

Dixieland trumpeteers circle the world like airline captains, for jazzmen like to travel. "Heaven," said one, "is a secure gig overseas."

"Britain is high on jazz," says Maher. "So is Africa. But in South America, it does not go so good. They have their own music form. In Russia, Goodman changed the attitude of a good many people who now would rather dig us than bury us."

Behind the curtain, modern jazz grows like corn in a press agent's office, except in Hungary. "The people there are swinging livers." Harold Jovian, a Hollywood manager, told a Downbeat correspondent, "But Hungarian music is too strong to penetrate."

Maher declares only good musicians can play jazz. "Improvising is the greatest thing about it. Popular musicians can't play it. Another thing. You don't dance to it. You listen. Interruption or noise is irritating."

But behind the wind of these trumpets, or the pounding of these drums, are United States businessmen. In every parade, the band always leads.

# Commerce fair at Barcelona getting results; 3 U.S. firms sign distributors first day

## 63 U.S. manufacturers have products on display at 3rd commercial fair sponsored by Department; Spanish Samples Fair entered by 37 other countries

by C. ALPHONSO SMITH
*Staff Writer*

BARCELONA—"So far as I'm concerned, this is one of the greatest selling devices ever offered American businessmen and I don't understand why other manufacturers aren't standing in line to get in on this."

The scene was the floor of the U.S. Exhibition at Barcelona's International Samples Fair which opened here June 1st. The speaker was president of one of the 47 U.S. companies cooperating with the Department of Commerce in staging this merchandising exhibition.

By the time this exhibition closes on June 20, we expect to hear many more similar remarks.

Incidentally, the speaker also participated in our U.S. Exhibition at the Lyon International Fair, March 31-April 8, and told me that "the distributor I lined up at Lyon already has sold 30 of my machines."

This is only the second day of our exhibition here but three of the six firms who came to Spain seeking distributors report that they have found what they were seeking.

Although open to the public, this International Samples Fair is primarily for businessmen and 2000 of them have already registered here.

### Third commercial fair

For the third of the Commerce Department's new merchandising exhibitions held to increase exports, the U.S. Exhibition's 47 cooperating firms are displaying and demonstrating the products of 63 American manufacturers. This is our largest show so far and should beat the sales records established at Utrecht and Lyon.

An interesting sidelight was the enthusiastic reception given one of our exhibits which chills and serves draft beer.

The U.S. Exhibition has a wide range of consumer and producer goods—ranging from farm machinery through vending machines, from household appliances through automotive repair tools.

The United States is one of 38 countries exhibiting here this year. In his opening day remarks yesterday, Spain's Minister of Commerce Ullastres emphasized his nation's desire for expanded trade.

At the luncheon celebrating "America Day," 500 leading Spanish industrialists and government officials were addressed by Voit Gilmore, Director of the U.S. Travel Service, on trade relations.

## ISA Show schedule for next 5 years announced

The Instrument Society of America has announced the schedule and sites for the years 1964 through 1968, of the Annual ISA Instrument-Automation Conference & Exhibit.

The schedule includes three appearances in New York City (1964, 1966, 1968), one in Los Angeles (1965), and one in Chicago (1967).

Popularly referred to as the ISA Show, the 18th Annual ISA Conference & Exhibit is scheduled this year for Chicago's McCormick Place, September 9-12.

The event, which annually attracts an attendance of approximately 25,000 continues to expand each year in international scope with exhibitors, authors, and attendees from throughout the free world. In addition to the United States and Canada, registrants in 1962 arrived from 30 countries overseas.

**SALES RESULTS IN TOKYO: A group of Japanese engineers examine the AMF-Thermatool exhibit at the fifth Tokyo International Trade Fair. The high frequency resistance welding process has met with great success in Japan and the AMF Company recently sold new units to Kawasaki Steel Corp. and Nippon K.K. for high-speed welding of pipe, and to Sumitomo Metal Industries for welding boiler tubes.**

# Milan Fair still best overall entry to Italian market, but industrial goods go elsewhere

## 450 exhibiting firms make U.S. 2d largest foreign participant; capital goods makers save best efforts for special shows; more concrete transactions than 1962, despite lower attendance

Over 450 U.S. companies were represented directly or through European subsidiaries at the 41st Milan International Samples Fair. The U.S. remained the second largest foreign participant, after West Germany, for the second consecutive year.

More than 1 million sample products from 84 countries were displayed at the Fair, which was held at the Milan Fairgrounds April 12-25. According to official statistics 4,150,000 visitors from 130 countries attended the Fair, and 49 countries participated officially.

As an inclusive display of the range of consumer goods presently available to the Italian public, the Fair was a resounding success, although emphasis on consumer goods has diminished the Fair's effectiveness as a market for industrial and other capital goods.

Fair officials have scheduled the 42nd Milan International Samples Fair for April 12-25, 1964.

### U.S. reaction

The general reaction of U.S. manufacturers and exhibitors at the 1963 Fair was that the commercial advantages of participation are still considerable in the fields of business and office machines, home appliances, and construction and earth-moving equipment, for all of which the Milan Fair represents an excellent showcase.

Manufacturers of other products, such as machine tools and industrial machinery, continue to present token displays at the Milan Fair for prestige purposes, while reserving their major efforts for participation in the Biennial Machine Tool Exhibition and other specialized, industry-oriented shows.

As manufacturers and distributors of industrial machinery and equipment gradually desert the Milan Fair to participate in exhibitions organized by and for their particular industries, the prominence which heavy industry originally occupied has increasingly been taken over by light industry and by manufacturers of household appliances and equipment.

The number of officially participating countries with commercial offices in the International Trade Center increased from 43 in 1962 to 49 this year. Brazil, Panama, Peru and the U.S. were the only participants from the Americas, while 24 European and 14 African countries maintained commercial offices.

Some 96,000 foreigners from more than 130 countries attended the Fair, according to official statistics. The published figures on visitors appear somewhat exaggerated, and certainly no more than a small percentage of the total attendance represents serious commercial buyers. Of the foreign attendance, the majority consisted of exhibitors, government officials and casual visitors.

There were 14,066 individual exhibitors at the 1963 Milan Fair, 32 more than in 1962. Of this number, 3,651 displayed foreign products and the remainder showed Italian-made goods.

American representation in the business and office-machine field was particularly large, because the Milan Fair offers an excellent opportunity to introduce their newest products. No specialized exhibition for this type of equipment has yet been organized.

### New U.S. displays

Apart from the American companies already established on the Italian market such as I.B.M. and Remington Rand, several firms displaying photocopy and microfilm devices picked the 1963 Milan Fair to make their first official Italian appearance. American equipment was also particularly evident in the exhibits of farming equipment and construction and earth-moving machinery.

Product displays of more than 300 British manufacturers' made Great Britain the third largest participant in the Fair, but the Japanese were unquestionably the most active participants. The Japanese exhibits included not only photographic and electronic equipment manufacturers, as in past Milan Fairs, but also machine tools, building materials and other industrial products.

Japanese delegates at the Trade Information Center stated that their country is taking every opportunity to promote and develop sales of industrial and non-industrial products on the Italian market and that the Milan Fair offers them an excellent approach to potential Italian buyers.

### Special features

Three of the special features of the 1961 and 1962 Fairs were repeated in 1963: the International Trade Center, the Space Exhibit and the MIFED (International Film, Television Film and Documentary Market).

As in the previous years, the Fair management attempted to encourage serious business at the Fair through operation of the International Trade Center, admission to which was supposedly restricted to visitors interested in developing and expanding commercial contacts through use of the facilities of the commercial offices of the 49 countries officially participating in the Fair. The Italian Government Institute for Foreign Commerce and a number of the major commercial banks also maintained offices in the International Trade Center to facilitate business transactions.

**Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.**

Entry to the International Film Television Film and Documentary Market was limited, as in past years, to holders of special tickets. According to the Fair management's statistics, 598 persons attended this market, 179 of them exhibitors and 419 potential buyers. During the Fair 1,526 films were shown in the Market's 10 projection rooms.

The Fair was a great success with the public. The Fairgrounds were constantly crowded, even during the 3 days when admission was ostensibly limited

o qualified businessmen. According to representatives of the various exhibitors and commercial institutions at the Fair, more concrete transactions were completed at the 1963 Fair than in 1962, although the fundamental conflict between the Fair's 2 avowed purposes, to sell Italian and foreign capital and consumer products, and to attract the general Italian public has not yet been resolved to the satisfaction of exhibitors, buyers or the public.

### Some go elsewhere

The Fair management continues to rearrange individual facilities and schedules in an effort to please everyone. As a result, those buyers and sellers of capital goods who have the opportunity to conduct their transactions at various specialized exhibitions continue to desert the Milan Samples Fair. Their places are being taken by sellers of consumer goods whose wares are displayed for the benefit of the average consumer and are offered for direct sale across the counter at the Fair itself.

Thus the tendency for the Milan Fair to lose its traditional character as a trade fair and to become rather a generalized exhibition attracting broad public interest has continued despite the Fair management's efforts to preserve its original commercial orientation. Nevertheless the Milan Fair remains the most satisfactory show window in Italy both for consumer goods and for those capital goods not having specialized exhibitions. Despite the complaints and dissatisfaction of certain exhibitors, the continued high level of participation, including that of representatives of U.S. firms attests to the commercial value of the Fair.

# U.S. Poznan show boosts technology and the good life

### 7th consecutive U.S. appearance in Poland features free enterprise

The U.S. exhibition at Poland's 32nd Poznan International Trade Fair now underway will be a showcase of U.S. consumer products and services. The Fair will be held through June 23.

This Exhibition, the 7th consecutive U.S. appearance at Poznan, will feature a contrasting variety of goods and services, including a service station, a maintenance and repair shop, a seed cleaner, a lollipop-making machine, a supermarket meat packing department, musical instruments and stereophonic equipment, boats, camping and fishing gear, business machines, and photographic equipment.

To carry out the theme of the U.S. Exhibition—Modern Technology Creating a Better Life—167 firms, representing a cross-section of small and large businesses of American industry, are displaying their products and technology.

## 'Medicine USA' attracts crowds at Zagreb Fair

The travelling USIA exhibit, "Medicine USA," made a successful debut at the Zagreb International Spring Fair in April and marked the first U.S. participation in that annual Yugoslavian event.

The exhibit, featuring a variety of medical and hospital supplies and equipment, drew the attention of Yugoslav officials, professional medical men and local citizens.

Official attendance figures were 310,000 or 10,000 more than last year. The attendance included a large number of local visitors, school children and families.

Next year's fair will be held from April 10 to 19.

## U.S. firms able to compete on ski market in Europe

European "after-ski" clothing may be more attractive than the U.S. product but "our ski clothing is years ahead of the European as far as style is concerned.

"As fashion is quite important at European ski resorts this advantage should be exploited."

This is the opinion of Paul Geyer, owner of the Tatra Ski Shop of Minneapolis, one of eight U.S. exhibitors at the recent Grenoble International Salon of Winter Sports.

Sales of ski-clothing and equipment at the Salon were "very good," according to the U.S. Consulate in Lyon, and amounted to an estimated $14 million. The Consulate attributed much of this to "an extremely good season with an abundance of snow as well as the growing popularity of skiing in Europe."

The next fair will be held in Grenoble March 7-11, 1964. The Consulate urged U.S. firms to participate.

This fair, the Consulate reported, seems to be "the most important showcase in Europe. If American firms can compete in these areas then by all means they should exhibit at Grenoble."

# Buyers were eager at auto equipment display in London

### 21 firms seek representation, make sales at Trade Center

By C. ALPHONSO SMITH
*Staff Writer*

LONDON—Buyers were eager and sales were excellent at the Automotive Service and Maintenance Show which closed at the U.S. Trade Center here May 31. A total of 21 U.S. firms exhibited at the event, and over 1,000 interested buyers came, saw and bought during the 10-day show.

Typical of the sales made at the exhibit was $36,000 worth of crankshaft welding equipment reported by Strom Vulcan of Dallas, Texas. The company indicated another $15,000 sale was likely.

The Malsbary Manufacturing Co. of Oakland, Calif., received several invitations to "hit the road" and show its steam cleaning equipment in several parts of the country.

Several exhibitors at the show were hunting representation rather than sales. Spray Products, Camden, N.J., for example, received seven offers for distributorship. (See story on page 6)

Trade Center Manager Clarence C. Pusey said "keen interest was evident in everything automotive as the British industrialist and economist awake to the impact of the huge increase in car registrations on the nation's economy."

## 'All American Kitchen' a hit at British show

Minutes before an "All American Kitchen" was to be displayed at the Manchester *Evening Chronicle's* recent Brighter Homes Exhibition, publicity manager Roy H. McNeilance was putting the finishing touches on what proved to be the most popular booth at this British show.

By cable, telephone and correspondence, Mr. McNeilance had accumulated kitchen cabinets and many large and small appliances from Westinghouse Electric International Company of New York. The U.S. firm flew the items across the Atlantic for the show.

# Constant push for exports pays off for 11 companies honored with 'E' awards

## Four states, nation's capital represented in 6 ceremonies; export items range from bronze products to long-grain rice

Eleven U.S. firms, six of them in Ohio, were given "E" awards late last month. The awards were made in six separate ceremonies.

Of the six ceremonies, the one on May 22 in Columbus, Ohio, brought the largest group of winners into the fold at one time. Draper Daniels, National Export Expansion Coordinator, cited the following firms:

The Bailey Meter Co., Cleveland; Department of Port Control, Cleveland; Ebco Manufacturing Co., Columbus; General Tire & Rubber Export Co., Akron; the Tappan Co., Mansfield; and the Warner & Swasey Co., Cleveland.

### 'In the spotlight'

The companies were "in the spotlight" at the 2nd annual Central Ohio World Trade Seminar of the Export-Import Club, Columbus Area Chamber of Commerce.

The following day, the Rochester, N.Y., firm, Gleason Works, was honored in its home city as Draper Daniels presented an "E" flag and citation to this manufacturer of bevel gear machinery.

Ampco Metal, Inc., of Milwaukee received its "E" from that city's mayor, Henry W. Maier, at an Industrial Development Committee meeting held May 24th.

A rice-processing firm, Uncle Ben's, Inc., of Houston, Texas, became an "E" winner at the 64th annual convention of the Rice Growers Association in Biloxi, Miss. The associate administrator of the Foreign Agricultural Service, Clarence R. Eskildsen, officiated.

Two additional "E" ceremonies took place in Washington, D.C., on the 24th. At one of these, Under Secretary of Commerce Franklin D. Roosevelt, Jr., presented the award to the Washington trade association, Committee of American Steamship Lines, (CASL).

Another national organization, the Machine Tool Builders' Association, became an "E" winner later in the day as Draper Daniels presented an award and citation to the firm's president, Wallace E. Carroll. The presentation was made in recognition of the company's vigorous export promotion program.

The 11 firms bring the total number of "E" award winners to 285. The program was begun March 28, 1962.

A capsule description of how each firm went about its job of increasing sales abroad follows:

● Ampco Metal of Milwaukee makes bronze products and its export program has grown considerably larger from year to year. In the period, 1946-1961 this firm increased its export outlets from one commissioned representative to 37 distributors and 10 manufacturing licensees. These licensees also purchase all their raw materials for processing from the U.S.

### 'Firsts'

On the basis of superior product quality, Ampco has been successful in expanding the sale of aluminum bronze cast and wrought products, weld rod products and resistance welding products in Europe, Mexico, Latin America and Asia despite higher selling prices and high import duties.

The company also is the first U.S. firm to sell aluminum bronze and resistance welding products in Japan.

● Bailey Meter manufactures industrial instruments and automatic controls in Cleveland. Company exports went to 67 different countries in the 1952-1961 period.

Six agency firms located in more highly industrialized countries provide direct representation. There is a wholly owned subsidiary in Canada and manufacturing

'E' TO STEAMSHIP COMMITTEE: For its expert promotion of the export promotion drive, the Committee of American Steamship Lines received its 'E' award from Under Secretary of Commerce, Franklin D. Roosevelt, Jr., in a Washington, D.C. ceremony held on May 24. Shown here are W. J. McNeil, committee vice chairman and president of Grace Lines, Inc.; Mr. Roosevelt and William Moore, president of Moore-McCormack Lines, Inc., and former chairman of the steamship group.

licensees have been set up in France and England. The latter, in turn, has subsidiaries in Australia and South Africa.

In a recent 5-year period, the company's percentage of exports to total sales has risen from 19.9% to 32.1%.

● Committee of American Steamship Lines is credited with developing a unique program in which top officials of 15 member companies visited U.S. communities to stress what foreign trade and U.S. flag shipping mean to the local area's economic growth in terms of total dollar value to the number of workers affected by world trade—and including the man on the street and the housewife.

The "community visit" program is specifically geared to the potential shipper, and the CASL asks who, for example, could be better qualified to serve as world trade specialists than the men whose ships sail regularly to more than 450 major world ports?

## See it through

Individual, follow-up visits are made to interested company officials, films are shown, committee and research staff studies initiated, clinics held and other methods used to interest more U.S. firms in exporting their products.

An article on CASL appeared in INTERNATIONAL COMMERCE, May 27, page 3.

● Department of Port Control, Cleveland, has conducted an extensive program to increase exports from there for some time. Total overseas tonnage increased from 186,507 net tons in 1959 to 584,993 tons in 1961.

Among the Port Control's recent activities were circularization of 14,000 inquiries to firms in Ohio as to their plans for use of the port facilities and cooperation with export servicing companies by supplying statistics, photographs and other materials for incorporation in brochures, directories and sailing schedules.

Port facilities were increased by the purchase of the heaviest lift crane on the U.S. side of the Great Lakes to handle heavy machinery from the Midwest for the first time.

Port promotion material is regularly sent to news media and to exporters.

● Ebco Manufacturing of Columbus, Ohio, manufactures electrical refrigeration appliances.

Over a recent 4-year period, Ebco sales increased almost 340%. The company has made a particularly strong bid for overseas sales of its dehumidifiers and "Hot 'N Colds," which are water coolers which also provide hot water for making instant beverages. These latter units are now bringing greater sales for soluble food beverages.

The firm prints literature in the native languages of its users, has one of its appliance units on permanent display at the London Trade Center and participated in the U.S. solo show at Helsinki. Through these product displays, the firm has obtained new overseas distributors.

The firm has standardized both domestic and export prices and maintains a liberal overseas warranty.

● General Tire & Rubber Export Co. is the export arm of Akron's General Tire & Rubber Co. A diversification program was launched in 1961 and export rights were obtained for the products of Electric Hose & Rubber Co. Training sessions were held to acquaint company personnel with the products manufactured by the Electric Hose firm.

Today, the company exports these products through distributors in many world markets.

Later, General Tire was appointed exclusive export agents for Ace Rubber Products, Inc. A new Bulk-Pak method of shipping Ace auto mats was developed which reduces ocean freight charges about 40%, eliminates pilferage and facilitates handling.

Export sales of Ace mats for the first half of 1962 far exceeded expectations. In this period, export shipments to Turkey alone exceeded the total U.S. mat exports to that country in 1960.

## Rights for other products

Export rights have been obtained for the products of other firms as well—such as Vornado auto air conditioners and Tital all-transistor radio and antennas. Even with the firm's enthusiastic salesmanship for these products, sales figures for these new lines far exceeded expectations.

Meanwhile, General Tire products are also vigorously sold abroad. In some instances, products are manufactured overseas but are supplemented through imports from U.S. factories. Elsewhere, local sales are handled through local distributing firms who are usually exclusive distributors in their areas.

Advertising is placed in leading international news and trade publications and a cooperative advertising plan helps overseas distributors to sell products in other media as well.

● Gleason Works of Rochester, N.Y. produces bevel gear machinery which is essential to many industries—steel mills, auto plants, power tool and aircraft.

**TOOL BUILDERS GROUP GETS 'E':** Washington, D.C. was the recent scene of the 'E' award ceremony for the National Machine Tool Builders' Association. President of the trade group, Wallace E. Carroll, left, appears here with Draper Daniels, National Export Expansion Coordinator, who cited the association for its active promotion campaign.

Since 1953, the company has made intensive efforts to expand its world markets. By 1961, exports had reached an all-time high of 67% of the firm's total production.

Dealers are selected in all developed countries and all personnel are trained at the Rochester plant. Gleason executives, sales and engineering personnel and technicians constantly travel to all foreign dealerships to help with sales and service activities.

The firm also participates in international trade fairs and holds sales clinics for dealers and customers overseas as well.

● National Machine Tool Builders' Association conducted a vigorous and effective campaign to help its members boost exports of machine tools.

Among the many ways the trade association assisted machine tool firms were such moves as supplying qualified executives to serve on U.S. Trade Missions to Japan and Germany and informing its membership regarding future trade missions.

Information on overseas markets for tools is distributed.

Overseas industry teams were assisted in visiting U.S. machine tool plants, through help provided the International Cooperation Administration.

The association also acts as a clearing house for foreign inquiries on the U.S.

machine tool industry. Through the Metalworking Equipment Division of the Department of Commerce, members are urged to supply articles and photographs to important trade publications overseas.

The group also sponsors a well-known machine tool exposition at which translation and other services are provided for visitors from overseas. The show is widely publicized and invitations and literature are sent to interested people abroad.

Meetings are held annually with the European Machine Tool Committee. These are scheduled around the world simultaneously with expositions—as in Osaka or Brussels.

● The Tappan Co. of Mansfield, Ohio, makes gas and electric ranges, together with electronic ranges and dishwashers. The firm has been export-minded since 1938.

By 1961, Tappan appliances were shipped to 58 countries. And export shipments for the first 5 months of 1962 were 55.3% over the same period of 1961.

Through its introduction of new products and new designs and features into overseas markets, the Tappan people are convinced that displaying and demonstrating top quality merchandise in a conservative market, such as the United Kingdom, shows that people in all markets will pay more if the higher cost is justified in appearance, quality and performance.

To break into the U.K. market, for example, Tappan concluded a license agreement with a British firm and shipped knocked-down parts of a deluxe model stove overseas for partial finishing and assembly. Public response to an initial showing was tremendous.

Later, it was necessary to make shipments by air from Cleveland. The shipments proved to be the largest air shipments ever made from that city.

● Uncle Ben's has pursued an aggressive policy of expanding its export sales of a processed, long-grain rice.

Rather than sell rice as a commodity on a price basis, the firm felt that a superior quality product sold under an accepted brand name, supported with an investment in advertising and promotion, would result in a profitable overseas business.

Today, Uncle Ben's rice has become the largest selling brand-name packaged rice and is sold in 50 countries.

Local overseas advertising is employed, capable foreign import agents are fully utilized, distribution in all possible overseas retail outlets is constantly strived for and the firm also takes full advantage of all assistance offered by the U.S. Dept. of Agriculture.

● Warner & Swasey of Cleveland builds machine tools, textile machinery and construction machinery.

This firm builds 23 different models of machine tools. It builds one of the models in England which it considers a "merchandising teaser" since subsequent orders for different machines must be placed with the parent company in Ohio.

In South America, the organization does business through the American Machine Tool Export Association (Amtea Corp.) and shown a consistent yearly increase there since 1956.

The firm, in advertising abroad, supplies its distributors with blank catalogues printed in Cleveland. It then permits the distributors to print the actual language of the catalogues in their native language and with advertisements for their own firm.

It also supplies all machines to foreign customers with the metric system and with foreign language nameplates and manuals without extra charge.

# U.S. garment sales to Austria rose 75% during 1962

## U.S. market share still only 1.9%; Embassy lists 1963 U.S. quotas

Austrian production and export of garments increased in 1962 although the industry experienced unprecedented competition from foreign manufacturers, according to the U.S. Embassy in Vienna. For example, there was a 75% increase in U.S. garment exports to Austria.

This condition resulted from Austria's temporary decrease in certain import duties and the establishment of moderate semi-annual global quotas for non-liberalized imports in January 1962, with their subsequent extensions.

Garment imports amounted to about $11.9 million in 1962, an increase of 67% over 1961. Although Austria remained a net garment exporter, the relation of imports to exports decreased from 1:3.8 in 1961 to 1:2.7 in 1962. The most pronounced increase in imports (from $.82 million to $3.53 million) was in men's outergarments; in 1962 the main suppliers were Germany ($3 million), the United Kingdom ($153,000), Belgium-Luxembourg ($86,000), and the U.S. ($84,400). A large portion of U.S. deliveries are believed to have been blue jeans.

Austria's total garment imports from the U.S. rose by 75% from $128,000 in 1961 to $224,000 in 1962. Nonetheless, the U.S. share in total Austrian garment imports was only 1.9% in 1962.

A review of the Austrian market, as well as observations of visiting American businessmen, indicate that the following articles of U.S. wearing apparel seem particularly suitable for export to Austria: lingerie; teenage garments; Dacron neckties; snow suits; wash-and-wear men's suits; as well as sport garments for men and women, such as windbreakers, parkas, and field jackets.

Important factors in establishing a market in Austria are price quotations c.i.f. European port or delivered Austria, payment terms which allow the importer to pay within 30 to 90 days after receiving the merchandise, and prompt deliveries. A recently compiled trade list entitled "Drygoods and Clothing Importers and Dealers" is available for $1 from the Commercial Intelligence Division, Department of Commerce or from the Commerce Department's field offices.

The American Embassy in Vienna will continue to assist U.S. garment exporters find local agents and, in the case of non-liberalized commodities, will then assist agents in obtaining import licenses within the current global quotas.

Semi-annual quotas for non-liberalized imports of garments during the first half of 1963, with estimated quotas for the second half of the year in parentheses are: outergarments for men and boys, $634,000 ($760,000); outergarments for women, girls, and infants, $660,000 ($792,000); cotton shirts and parts thereof as well as undergarments for women, girls, and infants, $495,000 ($594,000); handkerchiefs and fancy handkerchiefs, as far as not liberalized, $17,000 ($20,000); corsets, girdles, bras, suspenders and similar articles, $99,000 ($119,000); and other products of the garments industry, as far as not liberalized, $73,000 ($87,000).

### TURIN AUTO SHOW

The 45th International Auto Show will be held in Turin from October 30 to November 10. The 1963 edition will be devoted to automobiles, trucks, trailers and other commercial vehicles.

# New Bosch regime placates Dominican businessmen's fears; overseas debt payment pushed

## World sugar prices affect foreign exchange earnings; agricultural program creates markets for U.S. farm supplies; proposed law exempts investment from income taxes, duties

Juan Bosch, the first freely elected president of the Dominican Republic in over 30 years, assumed office February 27th. Concern by the local business community as to the course the new president would take has since been calmed by his speeches and actions, according to the U.S. Embassy in Santo Domingo.

The nervousness of the propertied interests over the January presentation of a new draft Constitution containing clauses tending to discourage property owners, merchants, industrialists, and potential investors, has been eased with its modification by the Constituent Assembly.

Article 25 of the Constitution as approved by the Constituent Assembly is of particular interest to potential U.S. investors, since it declares that only Dominicans may own land, except that Congress may authorize the acquisition of land in urban areas by foreigners when it is in the national interest. Ownership of the country's subsoil wealth and submarine platform is vested in the State, which may make concessions for their development to nationals and foreigners.

In its initial acts the Bosch Administration has given primary emphasis to:

❶ balancing the budget,

❷ liquidating commercial arrears to overseas suppliers,

❸ agrarian reform, and

❹ the creation of productive employment through public investment in several large projects.

The brightest spot in the economic picture during the first quarter was the sharp rise in the world price of sugar, improving the trade climate through prospects for a rise in foreign exchange earnings from sugar exports. This, together with the receipt of external financing, suggests that balance of payments equilibrium could be achieved in 1963 if imports don't increase too much.

A rise in residential construction was also encouraging, but retail sales declined seasonally during the first quarter, accented by uncertainties connected with the change in administration. With the speeches and political tensions over, the economy has begun to show signs of renewed activity in all aspects of business, and the country is settling down to the serious task of building for a stable future.

**Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.**

**Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.**

**Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.**

### Credit restoration

President Bosch has placed great emphasis on restoring the country's credit abroad by clearing up the commercial arrears. Most American exporters are now required to wait 90 to 180 days for payment of their drafts in U.S. dollars, and some have been required to wait much longer.

A grant of $22.75 million in March of this year by AID, to complement the $25 million loan made in February of 1962, may be used to provide foreign exchange for imports from the U.S. which are not on the AID negative list. Approved shipments made after March 13 are eligible for payment from the grant funds.

The Dominican Government estimates that 1963 sugar production will reach approximately 1,070,000 short tons, compared with 940,000 short tons last year. With sugar exports expected to be around 940,000 short tons in 1963, the Central Bank estimates that export earnings will amount to $237 million in 1963 (compared to $172 million in 1962) and that imports will reach $160 million (compared to $135 million in 1962). In line with a general program of Government austerity, it is possible that a greater proportion of 1963 imports will be essential items.

The emphasis which the Bosch Administration has placed upon agricultural developments and an announced multimillion dollar livestock program, suggest opportunities for American suppliers of agricultural implements, fertilizers, insecticides, cattle, hogs, day-old chicks, vaccines, poultry equipment, fencing, windmills, and feed concentrates.

### Industrial growth

Industrial development remained at a relatively high level during first quarter 1963. A draft law to further stimulate development has been prepared by the Industrial Development Corporation and is being studied by the Administration. This law would exempt new investments from duties for periods of up to 8 years and from income taxes for up to 3 years.

President Bosch has expressed his hope for legislation that will result in an industrial law that is non-prejudicial to small and middle-sized firms, and which does not limit its benefits to industries which process the nation's raw materials. He feels that today, it is possible to establish prosperous industries which use foreign raw materials.

The consumption goods industries continued the high volume of production to meet domestic demand which existed throughout 1962, and the construction materials industries benefited from the increased building activity. The value of construction permits granted by the Department of Public Works showed a sharp increase in February. The construction industry will receive a further stimulus from 2 new loan agreements signed by the Government during the quarter. In

January it signed a $2.1 million loan agreement with AID to support the development of savings and loan institutions; and on February 28 a loan agreement for $3.5 million to finance low-cost housing was signed with the Inter-American Development Bank.

The financial situation during the first quarter was characterized by an increase in unpaid obligations to foreign suppliers, a continuation of the restrictive policy of the Monetary Board, and the austerity policy of the new Government.

### Reserves dip

The gross gold and foreign exchange holdings of the Central Bank declined from $21.5 million on December 31, 1962 to $17.3 million on February 28, 1963, but rose to $22.2 million on March 29, 1963. In spite of statements that the Government was being more selective in issuing import licenses, local currency deposits in the commercial banks awaiting delivery of foreign exchange from the Central Bank to liquidate debts to overseas suppliers increased from $22.8 million at the end of 1962 to $28.9 million at the end of February.

The reserves for both savings and demand deposits, fixed at 50% by the Monetary Board in November, 1962, were unchanged during the quarter. Commercial banks were nevertheless allowed to expand their loans from $74.5 million at the end of 1962 to $76.3 on February 28, 1963. The principal increase was in commercial loans. Private demand deposits decreased substantially, due probably to increased payments for imports in January and February. The money supply declined by about 9.6% between December and February, primarily as a result of the decline in demand deposits.

### Policy summarized

The fiscal policy of the Bosch Administration appears to be summed up in the President's statement of principle that the Government should never spend more than it receives. He said on April 4 that his administration had begun with a budgetary deficit of almost $32 million for 1963, but $7.8 million in economies had already been made.

The first quarter of 1963 was unusually dry, but agricultural production was not adversely affected, and prospects for good crops in 1963 appear bright. The campesino, who received considerable assistance from the Government last year, will probably receive even greater assistance in 1963.

# Italy's growing glass industry makes good market for U.S. raw materials

**Plants running at near capacity; 1962 output jumped 18%; American glass industry helps build 3 large, new plants**

Domestic Italian demand for glass products in 1962 rose to 1.1 million metric tons, up 25% over 1961 according to the U.S. Embassy in Rome. Larger purchases by the automobile industry, steady growth in home and office construction featuring extensive glass exteriors, and much greater use of glass containers accounted chiefly for increased consumption.

Although the industry expects that market demand will be reduced somewhat this year, the longer term prospects are viewed optimistically.

Production at nearly full capacity amounted to 932,500 tons in 1962, or nearly 18% more than in 1961. The combined output of pressed and blown glass, totaling 500,000 and 100,000 tons, respectively, increased 22.5%, while flat glass at 275,000 tons rose about 13%.

Exports were up about 25%, at 50,500 tons, sales to the U.S. rising to $7 million as against $6.2 million in 1961. Imports rose to 172,741 tons valued at about $47 million, compared to 113,718 tons worth $38 million the year before. As before, about three-quarters of these imports came from the EEC, with $12.5 million from West Germany and $12.3 million from Belgium-Luxembourg.

Other important imports came from Eastern Europe, Czechoslovakia shipping 13,000 tons worth $3.8 million. This brought charges of "political pricing" from Italian producers, who appealed to the Government for protection.

There seems little likelihood of relief, however, in view of the industry's general prosperity, the Government's anti-inflationary policies and its program for trade with the Soviet Bloc.

### Imports from U.S.

Imports from the U.S. dropped from $2.4 million in 1961 to about $1.2 million last year, the lowest figure since 1959. This drop in U.S. trade is ascribed to the greater efficiency of Italy's glass industry and increased European competition.

The American glass industry appears to have decided that the best approach to the Italian market is through direct participation with capital, production machinery and technical know-how. Work progressed during the past year on 3 large plants controlled or jointly held by U.S. glass firms:

❶ The Kimble Italiana, S.p.A., Milan, is scheduled to begin producing glass tubing, rods, containers and allied products this summer. The firm, which is a subsidiary of Kimble Glass, Toledo, has also purchased the Vetreria Scientificia Italiana glass tube plant a Pisa, abandoning plans to construct a similar factory at Trecate in Lombardy.

❷ Pennitalia, S.p.A., a subsidiary of Pittsburgh Plate Glass Company, will produce the first plate glass at its new Salerno plant in 1964. It is understood that a 40% interest in Pennitalia was purchased by the Edison Company of Milan.

❸ Societa Italiana Vetro (formerly Centro Vetrario Italiano), equally owned by ENI (National Hydrocarbons Institute), the state enterprise Breda Finanziaria, and the Libbey-Owens-Ford Glass Company of Toledo, will begin partial production of flat glass at Vasto in 1964. This operation, which will utilize natural gas discovered in the area, represents the first major entry of Italian state entities in the glass industry.

There appears to be an opportunity for U.S. exports of raw materials and equipment. As a result of the severe winter's effect on quarrying in Belgium, Luxembourg, France and Holland, Italy's chief suppliers of silicious sand, Italian glassmakers are currently exploring the possibilities of alternative sources of supply. Contacts have been made with Venezuelan firms and U.S. suppliers. Imports of silicious sand totaled 364,633 tons in 1962.

During the past year Italy also imported 4,479 tons of potash carbonate, mainly from France, the Federal Republic of Germany and the Soviet Zone of Germany. Almost all of the industry's imports of 4,200 tons of sodium borate came from the U.S.

The glass industry is also interested in purchasing equipment for processing poor quality silicious sand found in Italy by reducing its iron-oxide content from the present 0.028-0.025 level to an acceptable 0.011-0.012.

# Business upturn, investments and political confidence boost El Salvador's economic growth

**Both imports and exports hit all time highs during 1962; several new industrial projects get underway in 1st quarter**

Economic activity in El Salvador during the first quarter of 1963 showed gradual improvement, reflecting continued business upturn, additional investor interest, and strengthening political confidence, the U.S. Embassy in San Salvador reports. In a recent survey, 95% of the local businessmen contacted said that business for first quarter 1963 was better than a year ago, most of them citing an approximate 15% improvement. Private construction, which had long lagged, particularly improved.

Salvadoran 1962 exports and imports were reported at all-time highs of $136.4 million and $125.4 million respectively. The U.S. share of imports held steady at 36% during 1962 and continued at the same level during January-February 1963. At the same time, there was a notable increase in the volume of imports from other Central American countries and from Japan. Actual 1963 January-February figures—exports $40 million and imports $20.3 million—were the highest since 1957.

## New industries

The establishment of 2 significant industrial facilities was announced during the quarter. A Dutch firm, Philips Gloeilampenfabrieken, started construction of a factory in San Salvador with a projected annual production of 5 million light bulbs for distribution in both El Salvador and the Central American Common Market. All the capital for the approximately $560,000 investment will be provided by Philips.

An American company, ATSA Export-Import, Inc., began construction of 2 large molasses storage tanks at Acajutla, with a total capacity of 3 million gallons. While the annual production of 5-6 million gallons is consumed by the liquor industry and the Salvadoran Government does not permit exportation of Salvadoran molasses, the company plans to buy molasses from neighboring Guatemala and Nicaragua, and store it at Acajutla for ultimate shipment to the U.S. in tankers.

Another new company at Acajutla, Almacenadora Centroamericana, S.A. (ALCASA), established by the country's 2 flour mills, built 8 storage elevators for wheat at an estimated cost of $600,000. With a total capacity of approximately 9,000 metric tons, the elevators will permit the bulk shipment and unloading of wheat, which previously was bagged on the dock.

## First oil refinery

El Salvador's first oil refinery, Refineria Petrolera Acajutla, S.A., began production in April. The Esso-Shell owned enterprise, again located at the port city of Acajutla, will import crude oil and refine it for the local market and adjacent countries. One immediate result was a slight lowering of gasoline prices. Previously all petroleum products consumed in El Salvador were imported.

World Bank officials visited El Salvador to negotiate a new loan for electric power development. The loan, reported by the press to be for $6 million, would accomplish 3 things:

❶ installation of a fifth generator on the Lempa River at the 5th of November Dam—increasing power capacity from 60,000 kw. to 75,000 kw.;

❷ construction of a 25,000 kw. steam plant at Acajutla; and

❸ construction of a transmission line from Acajutla to Opico and a sub-station at Opico.

The Government announced initiation of a 4-year $13.5 million road development program. The project is partially financed by an $8 million, 50-year loan from the International Development Association, an affiliate of the World Bank. Under this project, 364 kilometers of existing roads throughout the country will be improved; no completely new roads will be constructed.

The coffee industry was generally quiet during first quarter 1963, as a normal crop was harvested. No problems were anticipated in selling the entire crop within the country's export quota. There was some feeling that the new International Coffee Agreement already has had a stabilizing effect on prices.

Cotton gins were still ginning the country's record cotton crop and final output is estimated at slightly more than the 300,000 bales originally predicted.

During the quarter the Government submitted 3 loan applications in the agricultural field to the U.S.-AID mission in San Salvador. The largest ($5.3 million) would be to the new supervised credit agency for loans to smaller farmers. The second would be to the Ministry of Agriculture for livestock improvement ($1.9 million) and the last would be to the same Ministry for soil conservation and irrigation ($1.6 million). The loans, if approved, should stimulate agricultural activity during 1963.

## Tax bill dropped

A new tax bill, introduced by the Government in late November 1962 as a means of conciliating the business community, actually raised fresh anxieties in a number of areas. In the first quarter, the Government withdrew the bill, evidencing the present Administration's desire for an understanding with the business community. Financially, withdrawing the bill had the effect of favoring the Government, since it left the high rates legislated under Dècree 300 in September 1961 in force through another year.

Through the quarter, studies were being made and informal hearings held to prepare a new piece of tax legislation that would carry the country forward to a sound development program.

The country's financial position remained generally very satisfactory during first quarter 1963. Net international reserves rose seasonally and strongly. At year-end 1962, the reserve level stood at $23 million. This was better than previous year-end 1961 ($18 million) and 1960 ($15 million), but was not up to year-end 1959 ($36 million).

### Moving day

**On June 1, 1963, the address of the Washington offices of the European Community Information Service was changed to Suite 808, The Farragut Building, Washington 6, D.C., Tel. 296-5131.**

**Formerly located at 236 Southern Building, the European Community Information Service serves the European Economic Community (the Common Market), European Atomic Energy Community (Euratom), and the European Coal and Steel Community.**

# Nigeria begins top priority Niger River Dam project; main contract still unfilled

**First of 3 dams should satisfy region's power needs until 1982; beginning of construction caps 12-year planning effort; massive structure will create 500-square mile reservoir**

With preliminary construction scheduled to begin in the immediate future at the site of the Kainji Dam on the Niger River, Nigeria is moving close to implementation of a long-planned project to harness the potential of the river that gave the country its name.

The dam, to be built on the river at Kainji—about 65 miles north of Jebba and some 600 miles from the river's mouth on the Gulf of Guinea—has been assigned first priority in Nigeria's massive $1.9 billion Six-Year Development Plan which runs from 1962-68. Total capital outlay under this plan, including unexpended funds remaining from the previous plan and investments expected to be made by private business, should in fact approximate $3.4 billion.

Termed the cornerstone of the entire Plan, the dam is the most expensive single project to be undertaken during the 6-year period.

Total cost of the project, which also includes the first stage of a national power grid, will be about $190 million. Of this, $111.7 million will be expended for construction of the dam itself and installation of four 70 megawatt generating units; $35.8 million will be spent for transmission lines; $17.6 million for navigation installations; $2.5 million for reservoir clearance; and $23 million for financing costs.

### Planned 12 years

The possibility of building a dam on the Niger River has been under consideration since 1951. Studies were sponsored by the Federal Government of Nigeria and the Electricity Corporation of Nigeria in 1958 and 1959; the final report of the consultants (Balfour Beatty and Co. Ltd., and Netherlands Engineering Consultants), issued in mid-1961, recommended that construction should begin as soon as possible on a dam across the river at Kainji. A team of experts from the International Bank for Reconstruction and Development who visited Nigeria in 1962 concurred with these findings.

While economically justified on the basis of electric power to be generated alone, the Niger Dam will offer additional benefits in developing the river's potential usefulness for irrigation, fishing, navigation and flood control. The lake to be formed by the dam, for example, will be some 100 miles long and 20 miles wide, and will allow establishment of a sizeable fishing industry; in conjunction with another dam to be built later at Jebba, 65 miles downstream, the Kainji Dam will open the Niger to commercial navigation as far inland as Niamey, Republic of Niger.

### River development

The Niger Dam will be the first of 3 dams to be constructed in a major river development scheme. As the demand for electricity grows, additional generating units will be installed at Kainji until a total generating capacity of 980 megawatts is reached.

This is expected to be adequate for the area's needs until about 1982, at which time a second dam at Jebba will be commissioned with a capacity of 500 megawatts. Later a third dam will be constructed at the Shiroro Gorge on the Kaduna River, a tributary of the Niger. Total installed capacity when all 3 stages have been completed will be 1,730 megawatts.

The Kainji Dam itself will be a massive structure; of earth and rockfill construction with concrete sections for the powerhouse and spillway, the dam will have a length of about 5 miles and a maximum height of 170 feet. The reservoir to be formed will cover 500 square miles and contain 12 million acre feet of water.

### Present status

Tenders were opened in March of this year, and the contract is expected to be let shortly, for the preliminary works of the Niger Dam project. This contract will cover only construction of 16 miles of access road to the dam site and building of several temporary bridges across the Niger at Kainji Island; the work will require about 6 months for completion.

The joint consultants to the project are evaluating the qualifications of a large number of firms which expressed an interest in bidding on the main contract. Tender documents on the main contract are still being prepared, and no date has been fixed for the issue of these specifications. At least 5 months will probably be allowed for preparation and submission of bids.

### 25 minutes to profits

A 25-minute Pan American Airways motion picture that illustrates the accessibility of foreign markets to American manufacturers is available from Pan American sales offices in the U.S., Commerce Department Field Offices and the Regional Export Expansion Councils.

The film features an American manufacturer who is interested in the possibilities of selling abroad, and his skeptical assistant who points out the difficulties in doing business overseas. The pair inspects the booming industrial society of Italy, and the pessimistic assistant's arguments are demolished one by one.

## Material handling exports hit record $106 million

U.S. exports of material handling equipment in 1962 were an all time high, totalling $106 million, according to the Business and Defense Services Administration, U.S. Department of Commerce. All segments of the industry except electric industrial trucks and industrial tractors increased over 1961.

BDSA's General Industrial Equipment and Components Division said that factors contributing to greater exports were careful reporting of trade opportunities by U.S. Foreign Service officers, increased activities within the Division in connection with the Administration's emphasis on export promotion, and the cooperation of industry trade associations in alerting industry to trade opportunities.

# Level of foreign aid funds spent in U.S. rises to 77%

## Procurement in developing countries has also risen substantially, while purchases in other developed nations have fallen sharply

An average of 77 cents of every foreign aid dollar spent for commodities during the first 6 months of the 1963 Fiscal Year went to American firms. This percentage sets a new high for U.S. foreign assistance procurement.

The Agency for International Development's "Operations Report" for the first half of the fiscal year shows that $381.2 million of a total of $497 million committed for purchase of commodities, were spent in the U.S. During the second quarter of the year—October through December, 1962—the amount channeled to U.S. firms rose to 79%.

The proportion of AID development loans used to purchase commodities in the U.S. was higher than the average for the first 6 months. It reached 89% —or $247.5 million of a total of $277.1 million in loan funds. The average was evened out to the 77% level by commodity purchases in other categories, including grants, reported at 61%, or $133.7 million spent in the U.S., out of a total of $219.9 million.

These are the highest percentages of U.S. procurement since limitations were placed on the use of AID commodity funds to make purchases in West European and other developed countries. The limitations went into effect in October, 1959, for development loans, and in December, 1960, for all other AID programs.

From a low mark of only 41% of the total in Fiscal Year 1960, U.S. procurement increased to 44% in Fiscal 1961 and bounded to 63% the following year. The slow rise in the percentage of U.S. procurement at the beginning was due to contracts which had been entered into before the limitations became applicable, and because of the lag between the time commodity funds were allocated and deliveries made.

While the rise in U.S. procurement has been accompanied by sharp declines for West European and the other developed countries—from 49% of the total in 1960 to only 8% currently—there has been increased procurement in the underdeveloped countries, which were not affected by the restrictions.

Procurement in the developing countries increased from only 10% of the total in 1960 to 20% in 1962, and for the first 6 months of fiscal 1963 accounted for 15% of the total. A large part of the commodities procured in the developing countries consists of such items as petroleum, crude rubber, tropical lumber and fiber products which are not available in the U.S. or which the U.S. imports.

### Substantial increases

The Operations Report shows substantial purchases in the U.S. of such major commodities procured with AID funds as: machinery and equipment, $116 million, or 79% of the total spent for this commodity; iron and steel mill products, $72 million, or 88%; railroad transportation equipment, $29 million, or 97%; non-ferrous metals (mainly copper, zinc and aluminum), $28 million, or 91%; chemicals, $21.3 million, or 80%; fertilizer, $21.2 million, or 99%; motor vehicles, engines and parts, $20.7 million, or 94%; and basic textiles, $17 million, or 80%.

**More information**

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

# Mexican steel firm to buy U.S. goods with Eximbank loan

## Orders from $16.9 million loan will be spread among many firms

The Export-Import Bank has authorized a $16.9 million Alliance for Progress loan to the steel making firm of Altos Hornos de Mexico, S.A. (AHMSA). Proceeds of the loan, dollar for dollar, will be spent in the U.S. for steel mill equipment. Numerous orders will be placed with major U.S. manufacturers and smaller suppliers.

The Eximbank loan was authorized in connection with AHMSA's 8-year expansion and rehabilitation program which began in 1959. Machinery, materials and equipment to be purchased with Eximbank funds will go into several mills with the greater portion going to AHMSA's plant at Monclova, northwest of Monterrey.

Proposed purchases for the Monclova plant include items to rehabilitate a mill, a down coiler, and finishing stands for the hot rolling department; miscellaneous machinery, open coil annealing and continuous annealing and galvanizing equipment and welders for the cold rolling department; a grinding ball plant; a car wheel plant; electrical power equipment and miscellaneous machine tools. For its La Consolidada Division at Mexico City, AHMSA will acquire U.S.-made tools and equipment for its nut and bolt plant and steel wire facility.

The total cost of AHMSA's expansion program is set at over $75 million, with the general objective of increasing its volume of steel output as well as improving the quality.

# U.S. firm studies supermarket field in Philippines

## Aim at major cities; might enter joint venture with local firms AID underwrites half of cost

Better retail food distribution in the Philippines is the purpose of the latest investment survey agreement approved by the Agency for Internationad Development.

The investors, through the Philippine-American Development Company (PADCO), especially established for this operation, propose to study the feasibility of opening up supermarkets in major Philippine cities. The possibility of making this a joint venture with Philippine interests is also being investigated.

The initial investment, entirely private, would run between $2 and $2.5 million for construction of buildings, purchase of equipment and merchandise, training of personnel, and provision of working capital for the first phase of the operation.

The survey will be conducted by a 9-man team and is expected to require 5 weeks of study in the Philippines and an additional 3 weeks to prepare the report. It is budgeted at $56,450, half of which will be underwritten by AID if the firm determines against going through with the enterprise. In that case, results of the survey will become AID's property. If PADCO decides to go ahead with the project, all expenses of the survey will be borne by the company.

### Showpieces

Company officials point out that besides the economic advantages of mass merchandising, "supermarkets are themselves evidence of the American way of life, the American cornucopia, and can be useful in generating good will and better understanding between Filipinos and Americans."

PADCO proposes to work in collaboration with Coordinated Marketing Agency, Inc., of New York.

This is the second private investment survey agreement for AID in the Philippines since the program was inaugurated with the passage of the Act for International Development in August 1961.

## Being Discriminated Against?

If you have experienced difficulties in bidding on or receiving foreign government supply contracts in the past 2 or 3 years, you are requested to supply details to the Bureau of International Commerce. This information is needed for a survey of problems in this area which the Bureau is undertaking.

Difficulties in regard to foreign procurement can take many forms. Your firm may have been interested in and capable of supplying products called for in a bid, but was unable to tender because of inadequate publicity. Perhaps you were unable to obtain the specifications because bids were solicited only from selected sources or were procured by direct negotiations. Specifications may have been drawn which effectively precluded your participation. Financial and other requirements may have been unduly onerous or even impossible to accept.

Though a low bid was tendered, you may have been unsuccessful in obtaining a supply contract because of preference margins favoring domestic bidders. Criteria for awards may have been applied on a discriminatory basis. For example, your low bid may have been set aside in order to favor a domestic company because of national interest or other considerations.

If you have faced this sort of difficulty or have been placed at a disadvantage in bidding on or receiving contract awards for any other reason, the Department of Commerce would be interested in knowing all particulars that can be made public. Documented cases should include at least the following details: Name and full address of company; name of agent or subsidiary abroad that might be involved; country; product; dollar value of the transaction, when possible; and the nature of the problem. In replying, describe the difficulty, your attempt to deal with it, and the final outcome.

Letters in response to this notice should be sent to your Commerce Field Office or to the Trade and Commercial Policy Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

# Western Electric to study Nigerian telecommunication

## AID contract provides for 6-month economic and feasibility study

A comprehensive study of telecommunications needs in Nigeria will soon be undertaken by a Western Electric Co. task force—under terms of a $352,000 contract awarded by AID and is scheduled to be completed within six months.

The contract calls for Western Electric to make an economic and feasibility study of how a modern communications system will affect Nigeria's economy. The Western Electric group—working with the Nigerian Government's Posts and Telegraph Division—will also survey the need for a communications system and prepare a program for a complete telecommunications system projected over a 10-year period.

The plan will include local and long-distance telephone service and radio transmission facilities. Nigeria has telephones for less than 1 person in 1,000.

The AID-financed effort will assist the Nigerian Government in formulating the telecommunications portion of the nation's current 6-year economic development plan, now in its second year.

## Tariff Commission studies wire rod, sodium imports

The U.S. Tariff Commission has begun investigating imports of technical sodium culconate and French hot-rolled carbon steel wire rods, to determine if trade agreement concessions have caused an injurious level of imports into this country.

The Treasury Department has advised that the steel wire rods, except those imported from Societe Metallurgique de Normandie, are being imported from France at less than fair value.

No public hearings have been scheduled for either investigation. Interested parties may request a public hearing from the Secretary of the Tariff Commission, 8th and "E" Sts., NW., Washington, D.C. These requests must be received no later than 15 days after the investigation notice was published in the Federal Register for the steel wire inquiry, and no later than 10 days after the technical sodium culconate notice.

# 'Aid-Pakistan' consortium allots $425 million more

## U.S. matches pledges of other members; total now $1.6 billion

The Consortium of governments and institutions interested in development assistance to Pakistan recently met in Washington under the auspices of the World Bank to discuss aid for Pakistan during 1963/64, the fourth year of the Second Five-Year Plan.

The Consortium has already pledged about $1,175 million for the first 3 years of the Second Plan. The members undertook to make another $425 million available for commitment during the fourth year of the Plan, which begins on July 1, 1963.

The U.S. matched the $212.5 million pledged by the other nations and the World Bank.

Pakistan will also have available in 1963/64 any funds pledged at previous meetings of the Consortium and not utilized prior to July 1, 1963. More than half of the new aid will be in the form of grants or long term loans at nominal rates of interest.

The Consortium noted that the Pakistan economy has moved forward satisfactorily in recent years and that prospects are good that the economic objectives of the Second Plan will be achieved. The Government of Pakistan has made progress in mobilizing its own resources for development. The meeting recognized however that the continuing forward momentum of the program will depend on further Government efforts in this direction, together with an adequate and uninterrupted flow of foreign assistance on appropriate terms.

## Guinea to buy $2.2 million in U.S. agricultural goods

Agreement has been reached between the Government of the U.S. and Guinea on a Title I, Public Law 480 agreement for the sale of $2.2 million worth of U.S. agricultural commodities.

The proceeds from this sale are to be used for loans by the Agency for International Development (AID) to private U.S. and Guinean business firms; for economic development loans; for payment of U.S. obligations abroad.

### Who to ask

Information on displaying and selling your products through international trade fairs is available from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Tel: WOrth 7-3713.

# Chicago firm builds Indian coal plant

## $5.1 million AID loan finances project's foreign exchange costs

A new coal "washery," one of several planned and under construction in India in an effort to meet the mounting needs of the nation's steel, power and other industries for coking coal, will be built with the assistance of a $5.1 million U.S. loan authorized by the Agency for International Development (AID).

The loan will finance the foreign exchange costs of the new washery or coal preparation plant to be installed at the Jharia coal field in the State of Bihar, the source of almost all the coking or metallurgical coal for India's steel plants.

### Adjoining

The new plant will be installed next to the Dugda coal washery, which was constructed with $6 million of U.S. loan assistance from the Export-Import Bank, and will be known as Dugda II. The Dugda II plant will be designed to equal the capacity of Dugda I to process 2.4 million tons of raw coal per year.

Additional U.S. assistance in the form of Export-Import Bank equipment loans has been provided for development of coal mining in India. The International Bank has also made loans totaling $54.5 million to assist the Indian coal industry.

Roberts and Shaefer Co., a division of Thompson-Starrett Company, Inc., of Chicago, the contractor for the Panderih coal washery, has been selected by the Government of India to build the Dugda II washery. Training of Indian operating and maintenance personnel in the U.S. and India will be provided for in the contract.

Total cost of the Dugda II project is estimated at $14.6 million, including the local currency equivalent of 9.5 million dollars to be financed by the Hindustan Steel Company.

# Secretary Hodges vacates decision of Subsidy Board

## Had ruled against American Express Lines application for subsidized European service from 3 U.S. ports

Secretary of Commerce Luther H. Hodges has vacated a Maritime Subsidy Board decision denying an Atlantic Express Lines application for an operating subsidy to provide passenger-cargo service between Philadelphia, Baltimore and Hampton Roads and Europe.

A majority of the Maritime Subsidy Board last January had ruled that adequate U.S. service already existed on this trade route, and additional U.S. flag line subsidized service was not justified. The applicant, joined by the interested ports, had requested a review of the Subsidy Board decision by the Secretary of Commerce.

Secretary Hodges vacated the Subsidy Board decision and remanded the case to the Board for development of additional factual information and analysis, and for a further ruling in the case.

In discussing criteria the Subsidy Board should use in determing if U.S. flag participation on a shipping route is "adequate" to meet the "substantial portion" standard contained in the Merchant Marine Act of 1936, the Secretary said: "I believe the Congressional declaration of policy should be interpreted to mean we should consider a 50% objective as a goal in determining whether we have a merchant marine sufficient to carry a substantial portion of the water-borne export and import foreign commerce of the U.S.; and in applying this guideline to any given factual situation no particular arithmetical percentage will be deemed per se adequate or inadequate; rather it will be recognized that a U.S. merchant marine service of the highest percentage practically attainable is our goal."

### FLOUR TO IRAN

With prolonged drought continuing to plague a large part of Iran, the Agency for International Development today announced that 60,000 tons of Food for Peace flour will be sent to the Middle East country over an eight-month period.

# Embassy in Vienna boosts U.S. poultry, tobacco exports

## Campaign emphasizes poultry parts rather than whole chickens; advertising promotes sales of cigarette with 50% U.S. tobacco

Market development programs for tobacco and poultry meat have been initiated in Austria recently by the U.S. Government in cooperation with U.S. business groups. These campaigns are expected to increase the domestic demand for certain types of these products and thus create additional marketing opportunities for U.S. exporters, according to the U.S. Embassy in Vienna.

The marketing campaign for U.S. poultry meat was initiated in Austria early in 1963. It emphasizes poultry parts rather than whole chickens, as consumers are prepared to pay more for parts than for whole birds. By pushing the more highly valued parts, the campaign's sponsors hope to minimize the impact of Austria's specific duty on poultry meat.

In response to representations by the U.S. Embassy, the Austrian authorities have become progressively more liberal in their treatment of frozen poultry imported from the U.S. The import quota for U.S. poultry now stands at 1,500 metric tons for 1963—almost double the 800-ton limit of last year. In 1962, the U.S. was Austria's third largest supplier of frozen chicken meat after Denmark and the Netherlands. Prior to 1961, when the U.S. quota was set at 600 metric tons, U.S. poultry meat was not imported in any appreciable volume.

### Food processing

The increasing consumption of poultry is just one aspect of the changes in Austrian diets which are accompanying a steadily rising standard of living. For example, there has been a pronounced trend toward more pre-processed foods, providing an interesting sales potential for food processing machines, including freezing and refrigerating equipment.

A market development project, designed to promote Austrian tobacco products containing U.S. leaf, was initiated in January 1963. The project, which should result in a substantial increase in Austrian imports of U.S. leaf tobacco, conducts an advertising campaign through press, radio, television and other media. At present, promotion is centered on the "Smart Export", a filter-tipped cigarette containing approximately 50% U.S. tobacco. Austrian foreign trade statistics indicate a growing market for U.S. tobacco, with increased imports of U.S. leaf in the first months of 1963.

### Import rules change

Sales of U.S. feed grains to Austria are expected to benefit from a recent change in importing practices. Unlike former tenders, which called for payment in Eastern clearing currencies no matter where the grain was procured, future tenders may provide for payment in convertible currency if the purchase is made in a western country. Thus, importers procuring U.S. grain will no longer face the necessity of converting eastern clearing currency to U.S. dollars, at an unfavorable switch premium of 2 to 4%.

## AID loan helps construct Tanganyika University

The Agency for International Development will help Tanganyika construct buildings for the University College at Dar-es-Salaam with a loan of $800,000. The financing is part of a $3.3 million package which includes financing by the Government of Tanganyika, the United Kingdom, the Ford Foundation and local benefactors.

The AID loan will assist in paying dollar costs of material procurement in the U.S. and certain local costs in East African currency. Other shares in the project total are Government of Tanganyika, $694,606; United Kingdom grant, $980,000; Ford Foundation grant, $840,000; local benefactors, $165,000.

The University College was established in 1961 is expected to play a key role in meeting higher education needs in Tanganyika and other East African nations. It now carries on limited operations in temporary facilities. The American share of financing, which brings to $6.2 million the amount of U.S. loan support of Tanganyika is earmarked, for a library, combined refectory and student union, and classroom blocks.

# $9.5 million loan helps Korea build 2 deep coal mines

## All proceeds from loan will be used to buy U.S. equipment

As a spur to Korea's growing industrialization, the Agency for International Development has approved a development loan which will help equip 2 deep mines in the Changsong coal district.

The $9.5 million loan will finance purchase of U.S. material for the coal-expansion program and will make possible the exploitation of some 26 million tons lying 1,800 feet and more below the surface.

"Coal is particularly needed in Korea," Seymour J. Janow, AID's Regional Administrator for the Far East, said in announcing the loan. "When the new thermal electric power plants now under construction are finished, they will be burning up a million tons a year. Another half a million tons will go to the new fertilizer factories."

The new operation made possible by the AID loan will account for 1,440,000 tons of coal production annually from 2 mines and ties in with Korea's over-all program to double its coal output in 5 years. In 1962, Korea mined 7,430,000 metric tons of coal; engineering estimates see a need for 11,858,000 tons by 1966.

### Second loan

This marks the second development loan to Korea during the current fiscal year which ends June 30. The other, amounting to $8.3 million, was for the purchase of 30 diesel locomotives by the Korean National Railroad.

The Republic of Korea, as borrower from AID, will relend the funds of the new loan to the Dai Han Coal Corporation, a national enterprise wholly owned by the Korean Government. The firm, which accounts for about half of Korea's total coal production, plans to invest the equivalent of $2.65 million to pay for local currency costs of the development program.

The amount of the dollar loan may eventually be reduced if certain equipment is bought by the Dai Han Corporation from non-U.S. sources. This is in line with AID policy to encourage foreign aid to Korea from other countries on soft terms. In any case, AID loan funds will be spent only for U.S. equipment.

# Super-profits-tax burdens eased by India to preserve foreign-investment lures

## Modifications of original bill provide concessions to avoid hampering country's industrial advances

India's parliament has approved important concessions of particular significance to foreign investors in super-profits-tax legislation introduced with the budget for the fiscal year ending Mar. 31, 1964.

There were many modifications from the original bill (INTERNATIONAL COMMERCE, March 25, p. 35, and April 29, p. 20), designed to avoid hampering industrial development. Super-profits-tax is payable by companies in addition to the usual corporate taxes.

### Application

The super-profits-tax is levied on corporations' net income after deducting income tax and super-tax (corporation tax) payable by the corporations. Various tax incentives such as development rebate and depreciation allowances, deductible for income tax and super-tax purposes, are likewise deductible for super-profits-tax.

The incidence of super-profits-tax begins with net income after tax exceeding 6% of the corporation's capital base (or $10,500), whichever is higher, known as the standard deduction. The tax rate is 50% of such excess over 6% and up through 10%. If net income after tax exceeds 10% of the capital base, the super-profits-tax will be 60% on that portion of such net income after tax exceeding 10%. The capital base is equity plus surplus plus development rebate reserves. Development rebate is 20% for most plant and equipment, 35% for the coal industry. Under development rebate legislation, 75% of the rebate utilized by the company is required to be set aside into a reserve account by the company.

### Covered income

Net income subject to super-profits-tax excludes: intercorporate dividends; royalty income; interest on foreign loans and fees paid to non-residents; contributions to charities and to the National Defense Fund, to the extent they are eligible for corporate tax relief; 10% of taxable income before payment of any tax for assessment year 1963/64 and 10% for later years, if the amount is utilized for repayment of debts, creation of additional fixed assets, preference dividend payments in excess of 6%, or credit to reserve which cannot be used for other purposes for a period of 5 years.

New industrial undertakings and hotels can exclude, in addition to the above, profits up to 6% of the capital employed, eligible for the 5-year "tax holiday."

Exporters may exclude tax relief given for export promotion. Such tax reduction is given in the form of a 5-percentage-point lower corporate tax (45% rather than the standard 50%) on earnings from exports, and a remission of tax equal to 2% of the value of manufactured goods exported.

### Effect

In general, the effect of the super-profits-tax will be to increase corporate taxes by about 10%—that is, corporations subject to the standard 50% corporate taxes would have their bills increased to 55%. The super-profits-tax will be greater for companies which have a thin capital base, or which do not have much benefit from development rebate, or older companies not eligible for the 5-year tax holiday given new companies.

Following is an example of how the super-profits-tax would affect two companies with a capital base of $1,000,000, one with taxable income of $200,000

**SUPER-PROFITS-TAX IN ACTION**
***—effect on 2 hypothetical companies***

| | Firm A | Firm B |
|---|---|---|
| Taxable income | $200,000 | $300,000 |
| Less 10% of income | —20,000 | —30,000 |
| Less corporate income tax and super tax of 50% | —100,000 | —150,000 |
| Profits chargeable to SPT | $ 80,000 | $120,000 |
| Less standard deduction (6% of capital base of $1,000,000) | —60,000 | —60,000 |
| Net income subject to SPT | $ 20,000 | $ 60,000 |
| @50% SPT rate (chargeable profits over 6% and up to 10% of the capital base, that is, the next 4% or $40,000) | 10,000 (50% of $20,000) | 20,000 (50% of $40,000) |
| @60% SPT rate (chargeable profits over 10% of the capital base) | nil | 12,000 (60% of $20,000) |
| Total corporation tax payable | $110,000 (55% of income) | $182,000 (60.66% of income) |

and the other $300,000, after allowances for development rebate, depreciation, "tax holiday," and other deductions.

The super-profits-tax act in its final version provides for a deficiency carry-forward to take account of profit fluctuations from year to year. This deficiency allowance is calculated as follows: To net chargeable profits after taxes add the amount of the 10% deduction; if this sum is lower than the standard deduction (6% of capital base or 50,000 rupees, whichever is higher), then the difference or deficiency can be carried forward until used up in the next 3 years as a deduction from net chargeable profits in calculating the SPT.

Other tax concessions remain as reported previously, with a benefit to small companies allowing a $10,500 minimum deduction, even if this is higher than 6% of the capital base. All payments to foreign employees, without limitation, are deductible expenses in calculating corporate taxation. The exemption applies to all foreigners (not only to foreign technicians, who are themselves exempted from Indian income taxation).

India's tax system is described in *Investment in India, Basic Information for U.S. Businessmen*, $1, Department of Commerce. Also of interest is *Investment Factors in India*, Overseas Business Reports, 62-40.

## Netherlands considers new bills on labor conditions

Two bills to revise existing accident and disability laws and provide for paid vacations have been introduced into the Netherlands' parliament, according to the U.S. Embassy in the Hague.

The new disability provisions would eventually replace the outmoded low-premium disability and accident laws, but several years would elapse before the old laws were completely liquidated.

Payments for long-term disability would follow general wage trends, and benefits would run from 10 to 80% of daily pay, with a maximum of 24 guilders ($6.65) a day, depending upon degree of disability. Proposed premiums are estimated at 3.1% of wages, and coverage would extend beyond working hours.

The Netherlands currently has no general law providing for paid vacations. The proposed legislation would require employers to give a minimum of two weeks' paid vacation to workers over 18 years old, and three weeks to those under 18 unless otherwise provided by contract.

# India adds to list of goods eligible for importation

### Number of items rises from 90 to 170 for fiscal year

India's import policy for the fiscal year Apr. 1, 1963-Mar. 31, 1964, although still restrictive, is slightly more liberal than that of the preceding licensing period, according to the U.S. Embassy in New Delhi.

The number of items importable by established importers has been increased from 90 to 170. Established importers' quotas on some commodities—cut 50% last year—have been restored in full or in part. Among them are drugs and medicines, X-ray film, chemicals, books and magazines, automotive parts, hides and skins, and machinery spare parts.

### Annual basis

Applications for import licenses will continue to be made on an annual basis, subject to the condition that only 50% of the value can be utilized within the first 6 months (April-September 1963). The total foreign-exchange allocation for imports by established importers and actual users under the quota system during this 6-month period is $348 million, compared with $344 million in the October 1962-March 1963 period. This represents roughly 30% of total Indian imports. Other imports—such as PL 480 foodgrains—are made on Government account or on the basis of ad hoc licenses for special categories of goods, such as steel, capital goods, and petroleum.

Established importers benefit most from the increase in quota allocations, as their imports may total $27.1 million in April-September 1963 compared with $23.7 million in October 1962-March 1963. Among previously banned items now importable by established importers are brass, bronze, and similar alloys, unwrought and in the form of ingot and scrap; monel metal, unwrought; spare parts of diesel engines; studio electric and projector bulbs; safety lamps and spare parts; motion-picture films and motion pictures; watches and parts; record-changer parts; sulphate of potash; film studio equipment; oil-crushing and refining machinery; parts of refrigeration and air-conditioning machinery, excluding domestic refrigerators; parts of power-driven agricultural machinery; silicon; and liquor.

### Actual users

Additional commodities for which actual users will be given licenses now are: laboratory equipment made of silica; silica equipment for sulphuric, hydrochloric, and nitric acid plants; ceramic equipment for chlorine plants; and silicon.

Inquiries on quotas for specific items may be addressed to the Near East-South Asia Division (OIRE), Bureau of International Commerce, Department of Commerce, Washington 25, D. C.

## FOREIGN CONTRACT AWARDS

*Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.*

*Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.*

**HONG KONG**—List of **successful bidders for various Government tenders** is available.★

**PAKISTAN**—Circular notices furnishing details on **award of tenders issued by Department of Investment Promotion and Supplies,** in series No. VA-3/AID/407/66572/D/11/62/39; VA-3/AID/407/66572/E-2/62/37, are available.★

**EEC: PRESERVATIVES**

The EEC (European Economic Community) Commission draft directive on "Harmonization of Member-State Laws Governing Preservatives That May be Used in Foodstuffs" (INTERNATIONAL COMMERCE, Mar. 11, 1963, p. 21) has been made public.

Copies (in French) may be obtained from the European Division (OIRE), Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

# Indonesia applying new economic measures in West Irian take-over

## Trade and currency moves point to initial policy of sealing off territory's economy from rest of country

Indonesia's economic policy for the territory of West Irian—which it began to administer on May 1, 1963 — is gradually taking shape. Recently announced trade and currency regulations seem to confirm that administration of the economy of the former Netherlands New Guinea will be kept sealed off from the rest of Indonesia for the present, at least.

There is no restriction on shipment of goods to West Irian from all other ports in Indonesia except for products which require permits: rice and rice products; sugar; gold, including articles of gold; refined silver or silver coins; rubber; tea; copra; tobacco; coffee; pepper; cocoa; turpentine; tin; mineral oils and their derivatives; all kinds of metals; dried tapioca roots and tapioca flour; all kinds of oil cakes/expellers; cinnamon; mace and nutmeg; damar/copal; shells; skins. These regulations apparently aim to prevent the use of West Irian as a base for smuggling these commodities out of Indonesia.

### Outgoing goods

Exports from West Irian must be sold for convertible foreign currency. The usual export procedures and consignment procedures also apply.

Effective May 1, Indonesia introduced a new currency known as the West Irain (W.I.) rupiah. Not valid elsewhere in Indonesia, it exchanges at the rate of $1 to 3.62 West Irian rupiahs (the former Netherlands New Guinea guilder) and is convertible into Indonesian rupiahs at the rate of one W.I. rupiah to 66.25 Indonesian rupiahs. W.I. rupiahs may not be transported outside the province nor may Indonesian rupiahs be imported into West Irian. The Indonesian Government hopes that removal of the Netherlands New Guinea guilder from circulation will be completed by Dec. 1, 1963. Bank Indonesia officially has taken over all banking activities from the Nederlandsche Handels Maatschappij (Netherlands Trading Society) and their offices in Kotabaru, the capital (formerly known as Hollandia), Biak, Manokwari, Sorong and Merauke.

### Underdeveloped

In taking over the administration of West Irian—until a plebiscite is held before the end of 1969—Indonesia acquired a largely under-developed economy supporting some 700,000 Papuans in one of the most primitive areas in the world. Even to meet minimal requirements at its present stage of development, Indonesia will have to spend some $30 million annually (it has already budgeted this amount for 1963) to meet the province's foreign exchange requirements. More than $30 million was contributed by the Netherlands Government in 1962. In the past, the territory has also received direct and indirect assistance from the European Economic Community, the South Pacific Commission (SPC) and international organizations such as the World Health Organization (WHO), United Nations Children's Fund (UNICEF), United Nations Educational, Scientific and Cultural Organization (UNESCO), and Food and Agricultural Organization (FAO). Indonesia intends to concentrate its efforts initially in the fields of education and public health.

The activities of the Papuan popula-

tion center on the supply of immediate family needs within a closed village economy. In the coastal urban areas, however, and in some of the high inland valleys, Papuans are engaged in limited trade with the outside world and are participating in a money economy. Government schools are now turning out thousands of students annually. More islanders are entering government services, learning to handle modern equipment and to cope with machine-age problems.

Sago—collected from the sago palms growing wild or cultivated—is traditionally the principal food for the nearly 30% of Papuans living in the low-lying plains. Most of the others depend on root-crops as their staple diet. Also grown are maize, groundnuts, taro, sweet potatoes, and yams. Rice, most of which must be imported, is used by a few Papuans and is the staple diet of the small non-Papuan population. Agricultural research and extension work have concentrated on planting commercial crops—principally coconut palms, bandanutmeg, cacao, coffee, and Hevea-rubber—and on improving nutrition. The agricultural Training Center at Manokwari offers educational facilities to train Papuans in agriculture, stock-breeding, forestry and inland fisheries.

### Forests

About 80% of the province's land area, totaling 161,000 square miles, is covered with forests. While exploration and exploitation are primarily directed at providing the local market with timber, some lumber (chiefly semi-hard woods) has been exported, principally to Japan. Development of West Irian's forests and other natural resources depends not only on comprehensive survey projects but also on building an adequate transportation and communications system (particularly roads) and other basic facilities.

The only developed mineral resource so far is oil. Although production is comparatively modest, oil shipments have accounted for some 70% of the total value of exports.

West Irian has reserves of nickel, copper, cobalt, iron ore and various other minerals. Several U.S. firms have engaged in mineral prospecting, through participation in principally Dutch companies registered at the Hague. They have been searching mainly for nickel and cobalt in the Cyclop Range and on the island of Waigeo, and for copper and gold in the Carstensz Mountains in Central West Irian. U.S. firms have interests also in the production of crude petroleum.

Before the Indonesian take-over, Chairul Saleh, Minister of Basic Industries and Mining, indicated that while all mining firms would have to operate under Indonesian laws he anticipated few difficulties. The only producing companies are in petroleum and the participating firms also operate in other parts of Indonesia. These firms have indicated their willingness to operate on the basis of the 1960 Petroleum Law.

In 1961 West Irian had a trade deficit of about $20 million. Exports, valued at $4.9 million, were considerably less than in 1960 because of reduced crude-oil production and export. Crude petroleum production fell from 248,504 metric tons in 1960 to 167,436 metric tons in 1961. Besides petroleum, major export items were copra and tropical forest products. Imports in 1961 were almost $25 million and consisted mainly of food, textiles, and simple consumer goods.

# Benelux preparing new trade-mark control system

## Draft law requires registration at central Trade-mark Office

A proposed Benelux trade-mark law has been introduced in the Netherlands parliament, according to the U.S. Embassy in The Hague. The draft law—previously approved by the Benelux Inter-Parliamentary Council representing Belgium, the Netherlands, and Luxembourg—is expected to replace the individual laws in Benelux countries sometime late in 1963.

The proposed regulations differ markedly from those now in effect, and currently held trade-marks may be lost if the provisions of the new law are not properly and promptly fulfilled.

The draft law requires that all trade-marks or collective trade-marks—whether or not currently registered in the trade-mark offices of individual Benelux countries—must be registered at the new Benelux Trade-mark Office, to be established in The Hague. Previously, it was sufficient for a trade-mark merely to be used in a single Benelux country to gain protection under that country's laws. Filings under the new law may require a prior search of previous registrations, but the Benelux Trade-mark Office will not have the authority to refuse a filing for failure to make such a search. A single registration will be effective for a 10-year period in the entire Benelux area.

**Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.**

The new definition of "trade-mark" will include all names, figures, characters, signs, letter-heads, proper names, trade names, sub-trade marks, devices, and other characteristics which serve to distinguish one product from another. The appearance or wrappings of a product may also gain trade-mark protection unless the appearance is inherent in the nature of the product, alters the intrinsic value of the product, or reflects a technical advance.

Since delays may result from the large volume of registrations which are expected when the law takes effect, American firms may wish to supply their Benelux patent attorneys with a list of all their trade-marks currently registered in any of the three Benelux countries, together with two copies of the trade-mark for registration at The Hague. Similar steps should be taken with those marks used, but not currently registered, including those for which registration may have been previously refused by an individual Benelux country.

The draft law is reproduced in both French and Dutch in the *Bulletin Benelux*, 1962-2, published by the Secretariat General de L'Union Economique Benelux. Copies may be obtained for 40 Belgian francs (80¢) each from Moniteur Belge, 40, Rue de Louvain, Brussels, Belgium.

### SWEDEN: EXPORT CREDIT

Sweden's parliament (Riksdag) recently approved an administration bill to increase the Government export-credit-guarantee ceiling from 2 billion ($386,000,000) to 3 billion crowns ($579,000,000), the U.S. Embassy in Stockholm reports. Five hundred million crowns ($96,500,000) of this sum is to be reserved as favorable term-credit guarantees for exports to developing countries.

# Injection-molding machine license open to U.S. firm

### Unit has fully automatic cycling for 6-mold stations, other advantages, firm says

A German firm is offering a license for the U.S. production of automatic, rotary-injection molding machines with 6-mold stations.

Special attention has been paid to simplified construction, easy servicing and continuous, trouble-free operation. This hydraulic automatic-turret injection-molding machine with a screw plasticizer can be used for all thermoplastic materials, the firm says.

Six molds of differing weights and sizes can be used on one machine, as the turret is provided with 6 stages.

The firm reports that a big advantage of these machines is the fact that one mold is being injected while 4 are being cooled while the sixth is being ejected. This results in a high rate of production as there is no idle cooling time.

The versatility of the machine is such that it can be employed simultaneously for the production of parts with thin or thick walls as well as shallow or deep molded articles.

With the fully automatic cycling of the machine, one operator can supervise several machines at the same time.

A complete description of these machines is available to interested U.S. manufacturers from the Office of International Investment—File 1095, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

## AID backs U.S. firm's study of Thai wire and cable plant

Approximately 200 Thailand workers will find jobs in a new Bangkok factory if a private investment survey endorsed by the Agency for International Development yields positive results.

The investment survey to be conducted by Phelps Dodge Copper Products International Corporation of New York City will seek to determine the feasibility of establishing an integrated copper and aluminum wire and cable plant near Bangkok, in collaboration with a Thai manufacturer.

Plans call for the importing of raw materials, at least in the beginning stages of operation. There are no plans for exploration of mineral deposits or mining in connection with the proposed new plant. It is estimated that the facility would cost about $5 million and, once in full production, would employ about 200 people.

AID will share up to 50% of the estimated $32,000 cost of the survey if Phelps Dodge decides not to go through with the investment. In that case, results of the survey become the property of AID. If the corporation does make the investment, it will then assume all the expenses of the survey.

## U.S. partner sought for new hotel in Manila

U.S. equity participation in an 8-story hotel to be located on Dewey Boulevard, Manila, and to cost an estimated $750,000 is invited by a Philippine entrepreneur.

U.S. participation will be limited to providing the furnishings and management of the hotel.

U.S. firms may obtain further information by writing to the Office of International Investment—File 3-7011-4, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

## Synthetic resin venture asked by Philippine firm

A Philippine manufacturer of paints, wood preservatives, insecticides and basic raw chemicals proposes the manufacture of synthetic resins through U.S. collaboration or under U.S. license.

This tie-up would provide the Philippine firm with the necessary technical know-how to establish a plant, together with capital assistance for the purchase of equipment and raw material required for the production of synthetic resins.

Firms may obtain further details by writing to the Office of International Investment—File 3-2821-2, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

# Tile industry urged for Ecuador

### No plants in country now make asphalt, vinyl or rubber tile; AID program can help U.S. firms

U.S. firms are urged to consider setting up a plant in Ecuador to produce asphalt, vinyl and rubber tile, according to a recent report. To implement this, industry feasibility studies should be conducted first.

An article on page 22 of the May 20th issue of INTERNATIONAL COMMERCE had pointed up openings in 6 other Ecuadoran industry areas. This article had brought out the recommendation of the Agency for International Development (AID) that U.S. firms first consider the AID Investment Survey Program.

This program would be a worthwhile vehicle for exploring the economic and/or technical feasibility for investments in Ecuador.

### Surveys aided

Under this program, AID will pay up to 50% of the cost of approved investment surveys if the potential investor (surveyor) decides not to invest in the venture.

At present, Ecuador does not have any plants manufacturing these products and demand is satisfied by imports.

The high price of imported tiles, however, is a limiting factor in their use for construction purposes.

Cement tiles in various colors are produced in Ecuador but are used mainly in low-cost construction projects. Builders now prefer asphalt tiles for large, modern buildings.

Tile could become part of the construction material required for low-cost housing programs if a feasibility study shows that a good quality product, priced within reach of a large proportion of the community, can be manufactured in Ecuador.

Firms interested in setting up an asphalt, vinyl and rubber tile industry in Ecuador and in a position to conduct feasibility studies should write to the Office of International Investment—File 2-4000-1, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

## Nigeria asks tenders for diesel equipment

The Electricity Corporation of Nigeria, (Kano Power Station), requests tenders for the supply and erection of two 1,500 kw diesel generator sets and one 1,500 kw portable self contained diesel generator set mounted on railway wagon.

Specifications are $11.76, non-refundable.

Ibadan and Kaduna Stations: Tenders are requested for the supply and erection of two diesel generators, approximately 2,500 kw for the Kaduna Power Station and two approximately 2,500 kw diesel generators with heavy fuel treatment plant for the Ibadan Power Station. Specifications $42.00 non-refundable.

Sakoto Power Station: Tenders are requested for the supply and erection of two approximately 2,500 kw diesel generators and heavy fuel treatment plant with ancillary equipment including the engine room crane. Specifications are $42.00, non-refundable..

Specifications may be obtained from the London Representative, Electricity Corporation of Nigeria, York House, 5th fl., Westminster Bridge Rd., London, SE. 1 or the Secretary of the Corporation, Electricity Corporation of Nigeria, Private Mail Bag, no. 2030, 25/27 Marina, Lagos, Nigeria.

All tenders close July 8.

## Paving, drain construction planned in Argentina

The City of Olavarria, Argentina, is inviting bids for the paving and construction of a drain system for 753 street blocks.

The bid is divided into 4 zones: 1) 255 blocks; P 84,646 930 (Approx. US$617,861); bid deadline, July 11, 1963; 2) 187 blocks; P 71.551,601 (Approx. US$522.274); bid deadline, July 18, 1963; 3) 175 blocks; P 97.206.239 (Approx. US$709,535); bid deadline, July 25, 1963; and 4) 136 blocks; P 49 312 840 (Approx. US$359,948); bid deadline, July 31, 1963.

Copies of conditions and specifications can be purchased for 5,000 Argentine pesos (Approx. US$36) each, per zone, from the Municipalidad de Olavarria, Olavarria, Province of Buenos Aires, Argentina.

## Greece requests equipment for telecommunications system

The 1963 procurement program of the Greek Telecommunications Organization (O.T.E.) calls for about $10 million of equipment which will be obtained by means of international tenders.

The chief categories are: urban telephone exchanges $682,000; long distance telephone and telegraph exchanges, 2,890,000; urban and long distance networks, 861,000; wireless telecommunications material, 4.552,000; private automatic branch exchanges, 270,000; general service equipment and supplies, 505,000; and spare parts, 171,000.

Tenders for approximately $2.2 million of the above equipment have already been issued, including half of the long distance equipment and 65% of the general service equipment. The Embassy reports bid invitations by O.T.E. when they are issued.

Part of the equipment to be obtained under the 1963 procurement program will be utilized in the O.T.E.'s current development program. Total 1963 investments in this program are estimated at 668,000,000 drachmas (US$22.3 million). The development program also includes completion of 1962 projects delayed by late deliveries of supplies.

A detailed listing of materials listed in the chief categories above can be obtained upon request from the Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO. 7-2498).

Other inquiries, cencerning the procurement program, should be addressed to O.T.E., Greek Telecommunications Organization, S.A., Financial Dept., Supplies and Stores Sect., 4 Sophocleous St., Athens, Greece.

## Nicaragua needs materials for water system expansion

The U.S. engineering firm, Hazen and Sawyer is drawing up plans for extension and improvement of Managua's water supply system.

It is expected that bids for the purchase of pipe, valves, and fire hydrants will be let in August or September. At that time specifications may be obtained either from Hazen and Sawyer, 360 Lexington Ave., New York, N.Y., or from the Empresa Aquadora, Managua, Nicaragua.

In addition to the laying of water mains contracts will be let for the construction of three-2½ million gallon reinforced concrete storage tanks and for alterations to the central pumping station. It is likely that some new pumps will be purchased.

The following material and quantities will probably be purchased:

Asbestos cement pipe, 90 km. of four in., 25 km. of six in., three km. of eight in., and 16.6 km. of 12 inch;

Cast iron pipe, 17 km. of 16 in., 8.3 km. of 24 in., 3.5 km. of 20 in.;

Valves, 500-four in., 425-six in., 15-eight in., 30-12 in.. eight-16 in., four-24 in., five-30 in., and fire hydrants, 340.

## Paper, pulp projects scheduled in UAR

The General Organization for Executing the Five-Year Industrial Plan, 6 Khalil Agha St., Garden City, United Arab Republic, has issued plans and specifications for two important projects due August 17.

The first project calls for the supply of all equipment for a complete installation of a specialty paper mill to produce initially 60 mt. daily and capable of expansion to 80 mt. a day. The mill is to be added to the existing paper mill at the Societe Generale de l'Industrie du Papier "Rakta" at Tabia, near Alexandria.

The second project is the supply of equipment for a plant for the bleaching and screening of bagasse pulp, or straw pulp, capacity 120 oven dry mt. per day, and an SOS System, to be erected adjacent to an existing pulp and paper mill, also at Tabia.

A set of plans and specifications is available on a short term loan basis to firms located in the U.S. from the General Industrial Equipment Division, BSDA, Rm. 4022, Department of Commerce, Washington 25, D.C.

## Pumping station gear requested by India

Specifications have been issued for the supply and installation at Ballygunge Drainage Pumping Station, India, of the following equipment:

Three (3) electric motor driven dry weather pumping plants (75 cu. ft. per sec.) and one (1) electric motor driven storm water pumping plant (200 cu. ft. per sec.) at the new pump houses.

One (1) electric motor driven storm water pumping plant (200 cu. ft. per sec.) at the old pump houses.

Accessories, including switchgear, for the 6000 v. three-phase cycle motors.

Tender no. 21 of 62-63 is due June 28. If extension of time for submission of bids is required by U.S. firms, contact direct the Deputy Commissioner, II, Corportation of Calcutta, Central Municipal Office, 5 S.N. Banerjee Rd., Calcutta 13. The Ministry of Finance Government of India, has informed the Corporation of Calcutta that it will consider the release of foreign exchange for the import of drainage pumping sets from the U.S.

Specifications are available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

## Philippines seeks tenders for transformer substation

The National Power Corporation of the Republic of the Philippines invites bids for the supply of all equipment and supplies required for the Marawi City transformer substation.

The scope of this tender includes such equipment as: two 69-kv airbreak disconnect switches; three fuse disconnecting switches; eleven lightning arresters; one three-phase outdoor type 2,500 kva transformer; metal clad switchgear equipment; feeder equipment including circuit breakers and three five kv current transformers.

Bid deadline is June 26.

Specifications are available from the Office of the National Power Corporation, 161 Bonifacio Dr., Port Area, Manila, P.I., upon receipt of $.50.

One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

## Ceylon manufacturer asks for paperboard

Lanka Light, Ltd., 81, Koralawella, Moratuwa, would like to contact suppliers of paperboard 1/32" thick cut to size 4-11/16" long and 2-1/32" wide.

Samples of the material sought are available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675).

A WTD dated September 20 on Lanka Light, Ltd., may be obtained from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington 25, D.C.

**The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.**

**Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.**

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.*

### 013 Livestock Farms

**ITALY**—Hatching eggs. Direct purchase and agency. Giuseppe La Bua, (wholesaler, retailer, importer, manufacturer's agent), Via Antonio Marinuzzi 10, Palermo.

### 144 Sand, Gravel

**ITALY**—Siliceous sand for making white glass, iron oxide content not over 0.015, minimum annual requirements 100,000 mt.; requests c.i.f. Italian port price quotations, must be competitive. Dr. Enrico Porru, Secretary General, ASSOVETRO, Associazione Nazionale degli Industriali del Vetro, (association of glass manufacturers), via Leonida Bissolati 76, Rome.

### 149 Nonmetallic Minerals, Except Fuels

**TAIWAN**—Rough nephrite rock. Wan Dah Trading Co., Ltd., (importer, manufacturer, exporter), 45 Ta Ma Rd., Shihlin, Taipei. WTD 1/29/63.

### 200 Food

**GIBRALTAR**—Prepared cake mixes, chocolate products, (candy, cocoa). Direct purchase and agency. Candeas & Co., (importer, wholesaler), 52 City Mill Lane, P.O. box 215, Gibraltar. WTD 8/22/61.

Groceries, particularly canned fruits and vegetables. Serra Bros., Ltd., (importer, wholesaler, retailer), 28/30 John McKintosh Sq., Gibraltar. WTD 1/28/63.

**ITALY**—Materials and newly developed substitutes for the confectionery industry. Franco Rol, (agent, importer), Corso Generale Govone, 10, Turin. WTD 12/27/62.

**NETHERLANDS** — Canned foodstuffs, fruits and canned lobsters; in bulk for packaging under license in the Netherlands. Exclusive distributor. Firm J. Bruinsma, (wholesaler, exporter), Fr. Erenstraat, Venlo.

Concentrated orange juice. Direct purchase and exclusive agency. Firma J.M. Frantzen & Zonen, (importing distributor), 109 Jan van Galenstraat, Amsterdam.

### 201 Meat Products

**BARBADOS**—Cured and smoked hams. General Agency Co., (Barbados), Ltd., (commission agency), 14 High St., Bridgetown. WTD 3/20/63.

### 202 Dairy Products

**GREECE**—Non-fat dry milk; requests replies from manufacturers only. G. & D. Kaklis, (importer, wholesaler, manufacturer), 36 D. Gounari St., Piraeus. WTD 5/8/63.

### 203 Canning, Preserving Foods

**BURMA** — Powdered milk for babies, "name" brands preferred. Welfare Stores, (importer, sales indent, commission agent, wholesaler, retailer), 529 Maha Bandoola St., Rangoon. WTD 12/5/62.

**GERMANY**—Delicatessen food specialties, canned or bottled, e.g. snacks, fish specialties, salmon-roe caviar; requests correspondence in German. Exclusive direct purchase and agency. Wempa-Weltmarken-Import GmbH (importer), Stielstrasse, Wiesbaden-Schierstein.

**PHILIPPINES**—Canned goods: sardines, corned beef, squid, evaporated & condensed milk. Welison Ty and Co., (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

### 204 Grain Mill Products

**CONGO**—Fifty to 100 mt. of shelled yellow corn kernels per month, for local production of chicken feed. Societe d'Agriculture et d'Elvage du Pool, (S.A.E.P.), (poultry farm, producer), B.P. 2035, Brazzaville. WTD 10/9/62.

**FRANCE**—Basic products to manufacture animal feeds, primarily chicken and cattle feed; requests replies from producers only. Mr. Robert Mathieu, President, Compagnie Bordelaise des Produits Chimiques, (manufacturer), 28 Place Gametta, Bordeaux.

**GREECE**—Soybean flour; requests replies from manufacturers only. G. & D. Kaklis, (importer, wholesaler, manufacturer), 36 D. Gounari St., Piraeus. WTD 5/8/63.

**NORTHERN IRELAND**—Brown and milled rice in 15 to 100 ton lots; requests quotations c.i.f. Belfast or Dublin. W. G. Buchanan & Son, (produce broker, importer), 8 Corporation St., Belfast, 1. WTD 11/22/61.

**SOUTH AFRICA**—All types of rice. M.H. Moosa, (importing distributors, manufacturers' agent), P.O. box 194, Pietermaritzburg, Natal. WTD 5/6/63.

**TOGO**—Long grain rice. Societe Togolaise d'Exportation d'Importation, (export-import, government purchasing agency), B.P. 1073, Lome. WTD 1/2/63.

### 209 Food Preparations

**BARBADOS**—Raw and boiled linseed oil. General Agency Co., (Barbados), Ltd., (commission agency), 14 High St., Bridgetown. WTD 3/20/63.

**GREECE**—Meat meal; requests replies from manufacturers only. G.&D. Kaklis, (importer, wholesaler, manufacturer), 36 D. Gounari St., Piraeus. WTD 5/8/63.

### 211 Cigarettes

**TOGO**—Cigarettes, for sale in Togo. Societe Togolaise d'Exportation d'Importation, (export-import, government purchasing agency), B.P. 1073, Lome. WTD 1/2/63.

## 220 Textile Mill Products

**AUSTRALIA**—Fabrics: plain and printed cotton goods and synthetic fabrics (rayon, acetate, nylon taffeta) used in the manufacture of men's shirts, bedspreads, quilts, women's dresses and blouses. Eggerton & Co., Pty., Ltd., (importer, exporter, manufacturers' agent), Northcote House, 8 Reiby Pl., Sydney. WTD 7/10/62.

**BURMA**—Fancy shirtings, width 36" to 42"; 100% cotton and cotton polyester fiber mixed; polyester fiber suitings, width 58". San Trading House, (importer, wholesaler, retailer, exporter, commission agent), 96/-98, 30th St., Rangoon. WTD 10/10/62.

**EL SALVADOR**—Textile fabrics: acetate and nylon tricot, pleated fabrics, other fabrics made of synthetic and artificial yarns for ladies dresses; requests replies from manufacturers only in Spanish. Direct purchase and exclusive agency on commission basis. Representaciones Internacionales, (commission agent), 1a. Calle Poniente no. 532, Apartado Postal 625, San Salvador. WTD 11/15/62.

**ITALY**—Ribbons, stripes, braids, badges, metallic yarn, cotton, artificial fiber, mixed fabrics, upholstery fabrics. Direct purchase and agency. Vedeme, (importer, manufacturer), Via Montegani 14, Milan.

**MALAYA**—Textile fabrics such as rayon, silk, cotton, polyester fiber fabric, netting, towels, bedsheets. Globe Silk Store, (importer, wholesaler), 55-57 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 1/16/62.

**NETHERLANDS**—Textiles for the garment industry. Direct purchase and agency. S. J. Hiegentlich, (importer, distributor, sales agent), 122 Singel, Amsterdam.

Coated fabrics for men's women's sportswear. Direct purchase and agency; requests replies from manufacturers only. J. Stork, (sales agent), Burg. v/d Pollstraat 70 hs, Amsterdam 16, W2.

**SWITZERLAND**—Blanket weft yarns of waste cotton and other fibers, counts—2/1's and 0.75's, make-up—on schlauchcops with hard twist, schlauchcops dimensions—39 mm. x 280 mm. and 47 mm. x 380 mm., composition—waste cotton and other fibers, colors—white, off-white, natural black and chocolate and dyed red. Aboulafia S.A., (buying agent), 40 rue du Stand, Geneva. WTD 5/1/63.

**VENEZUELA**—Upholstery materials of plastic, imitation leather. Direct purchase and agency. Comercial Autotapiceria Sabana Grande, C.A., (importer, wholesaler, retailer), Edificio Luro Avenida Presidente Medina, P.O. box 10020, Caracas. WTD 3/25/63.

## 221 Broad Woven Fabric Mills, Cotton

**NETHERLANDS**—Printed cotton curtain fabrics, modern designs. Direct purchase and agency. Hendelsonderneming A. G. Brouwer, (sales agent), 46 Brediusweg, Bussum.

## 222 Broad Woven Fabric Mills, Man-Made Fiber

**ITALY**—Nylon fabrics; requests replies from manufacturers only. Calzaturificio Bondi, (manufacturer), 46 Viale Vittorio Veneto, Forli.

**MOROCCO**—Rayon, nylon. E.D.A.C., (importer), 69, rue Abdallah Almediouni, Boite Postale 113, Casablanca. WTD 9/26/62.

**NETHERLANDS**—Home furnishing textiles. Direct purchase and agency. J. P. Wyers Industrie- en Handelsonderneming N.V., (importing distributor, sales agent), N.Z. Voorburgwal 7, Amsterdam C.

## 224 Narrow Fabrics, Other Smallwares Mills

**ITALY**—Tie-tie ribbon, (paper, cotton, rayon, etc.), plain, edged, printed; also any novelty products for making small and medium size parcels. Direct purchase and exclusive agency for Italy. Figli di G. Vecchi, S.A.S., (manufacturer), Via Bernardi 8, Bologna.

## 227 Floor Covering Mills, Products

**GERMANY**—Synthetic broadloom carpets. Direct purchase and agency. Requests replies from manufacturers only; and prospectus material. Ewald Ross, Textilkaufmann, (importer, broker, sales agent), 46 Mechternstrasse, Postfach 24, 5 Koeln-Ehrenfeld 1. WTD 5/8/63.

## 228 Yarn, Thread Mills

**BRAZIL**—Man-made fiber yarn; requests replies in Portuguese, Spanish, and German. Industria Textil Bestform, Ltda., (manufacturer, wholesaler), Rau Jose Paulino 152, Sao Paulo. WTD 4/2/63.

**ITALY**—Nylon yarn, 15-20-30-45-60 deniers; correspondence preferred in Italian or French. Calzificio MA-NI S.p.A., (manufacturer), Via della Repubblica, Cavriago (Reggio Emilia).

## 229 Textile Goods

■ **CAMBODIA**—Heavy cees jute bags, hemmed, 2¼ lbs., 8/9 plain, 40x28, 68 bales; 2½ lbs., 43x29, 22 bales; jute twine, five bales. Ets. Siem-Huoth, no. 93, Vithei Oknha Ouk Loun, Phnom-Penh. Cabled quotations accepted. Quotation deadline June 16.

■ Heavy cees, 40x28, 2¼ lbs. hemmed, 8/9 plain, 26,800 bags, 67 bales; hessian cloth 50"x10 oz. 40", 1,000 yds., 21 bales; jute twine 4 ply, 90" reel, bale of 10 maunds, 30 maunds, three bales. Denis Freres, 219 Preah Bat Sisowath, Phnom-Penh. Cabled quotations accepted. June 17.

■ Heavy cees, 40x28 hemmed, 2¼ lbs. plain, 8x9, 27,600 pcs.; 43x29, 2½, green striped, 10,360 pcs. Neang-Chheng, (Ets. Khun-Heng-Long), 231 Phl. Sisowath, Phnom-Penh. Cabled quotations accepted. June 16.

■ Heavy cees, 2¼ lb. 8/9 hemmed, 40x28, 68 bales; jute bags, 43x29, 2½ lbs., 22 bales; jute twine, 4 ply, 90" reel, five bales. Ets. Lleng Hoat & Cie., SARL, 99-101 Vithei Preah Ang Yukanthor, Phnom-Penh. Cabled quotations accepted. June 16.

All the above are for PA#442-400-901-354-3205. Limited worldwide (901) C&F Phnom-Penh.

■ Jute bags, 40"x28" hc hd., 2½ lbs. plain, 27,200; 43"x29" green, 2½ lbs. 10,000 bags. Societe Havraise Indochinoise, 70 Vithei Pasteur, Phnom-Penh. Cabled quotations accepted. June 16.

■ Heavy cees bags, 40x28, hemmed, 2¼ lbs., 8/9 plain; jute twine, four-ply, 90" reel, 32 bales. Thai De, 18, Vithei Ang Duong, Phnom-Penh. June 16.

■ Heavy cees, 40x28 hemmed, 2¼ lbs., 38,400 bags; Ets. Nguy Thanh, 67 Vithei Oknha, Phnom-Penh. Cabled quotations accepted. June 19.

■ Heavy cees bags, 40x28 hemmed, 2¼ lbs., 27,348 pcs., 8x9 plain; jute twine, four-ply, 90" reel, 34 bales of 10 maunds, each. Trinh Huyen, (Ets. Exportin Khmer), no. 138 Vithei Ang Duong, Phnom-Penh. Cabled quotations accepted. June 20.

■ Heavy cees bags, 40x28 hemmed, 2¼ lbs., 8/9 plain, 38,400 bags. Ste Nguy Can & Fils Co., 65/69 Vithei Oknha, Phnom-Penh. Cable quotations accepted. June 19.

■ Heavy cees bags, 40x28 hemmed, 2¼ lbs., 8/9 plain, 28,000 pcs.; jute twine, four-ply, 90" reels, 32 bales, 10 maunds each. Seng Huch, 16 Vithei Ang Duong, Phnom-Penh. June 16.

All the above are for PA#442-400-901-354-3205. Limited worldwide (901). C&F Phnom-Penh.

■ Jute bags, heavy cees, 40x28 hemmed, 2¼ lbs., 8x9 plain, 70 bales, 28,000; 43x29, 2½ lbs. 8x9 green striped, 9,600, or 24 bales. S. Abdoul Carime, 156 Vithei Khemarak Phoumin, Phnom-Penh. Cabled quotations accepted. Bid quotation deadline June 16.

■ Heavy cees, hemmed, 40x28, 2¼ lbs. 8/9 plain, 76 bales; 43x29, 2½ lbs., 8/9 green striped, 18 bales. Ets. Kristhan Angkor Thom, (Ugn Sou Hoc), no. 55 Phlauv Kampuchea Krom, Phnom-Penh. June 13.

■ Heavy cees 40/28 hemmed, 2¼, 8/9 plain, 28,000 bags; jute twine, four-ply, 90" reel, 32 bales. Hiu Yeou Tchou, (Ets. Lune Hing Cheong), 143, Vithei P.B. Sisowath, Phnom-Penh. Cabled quotations accepted. June 13.

■ Bags, heavy cees, 40/28, 2¼ lbs., plain, 28,000; jute twine four-ply, 90" reel, 32 bales. Ou Kim Man, (Yow Lune Sarl.), 143 Vithei P.B. Sisowath, Phnom-Penh. Cable quotations accepted. June 13.

All the above are for PA#442-400-901-354-3205. Limited worldwide (901). C&F Phnom-Penh.

**NETHERLANDS**—Plastics for home furnishing. Direct purchase and agency. J. P. Wyers' Industrie- en Handelsonderneming N.V., (importing distributor, sales agent), 7 N.Z. Voorburgwal, Amsterdam.

Fireproof cloth. Samples available on a loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675). Widemex Handelsonderneming, (importing distributor), 400 Singel, Amsterdam.

## 230 Apparel

**ENGLAND**—Wearing apparel; particularly ladies' fashion wear. Direct purchase and agency. Lillywhites of Leyton, Ltd., (wholesaler, retailer), 339 Church Rd., Leyton, London E. 10. WTD 5/15/63.

Wearing apparel, particularly ladies' sportswear. Direct purchase and agency. Messita Imports, Ltd., (importers), Cheltenham House, The Square, St. Annes-on-Sea, Lancashire, E. WTD 5/14/63.

**ITALY**—Brassieres; corsets; infants wear. Direct purchase and agency. Vedeme, (importer, manufacturer), Via Montegani 14, Milan.

**MALAYA**—Women's wear, including nylon hosiery, sweaters, skirts, undergarments; ready-to-wear apparel, mens' shirts (dress), mens' and boys' sport shirts, neckties, handkerchiefs. Globe Silk Store, (importer, wholesaler), 55-57 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 1/16/62.

**NETHERLANDS**—Twin-sets, sweaters, pullovers, and cardigans in quantities of 100-300 dozen; requests color swatches and quotations c.i.f. Amsterdam/Rotterdam. Meijers International, (importing distributor), 41 Zeemanlaan, Badhoevedorp.

**VENEZUELA**—Children's clothing. Exclusivas Ben S.A., (importing distributor, sales agent), Dolores a Quinta Crespo 13, Edificio Ruben Gomez, Caracas. WTD 3/22/63.

## 234 Women's, Misses', Children's, Infants' Undergarments

**JAPAN**—Ladies nylon underwear, (lingerie), with lace and/or embroidery; latest fashions. Fukuoka Tsusho K.K., (importer, exporter), No. 11 Kanda Awajicho 2-chome, Chiyoda-ku. WTD 4/18/63.

## 239 Fabricated Textile Products

**NETHERLANDS**—All kinds of tents, es-

pecially circus and large exhibition tents, as well as accessories. L. C. Ribbens Handelsonderneming N.V., (manufacturer, retailer), 92-94 N.Z. Haven, Bergen op Zoom.

## 240 Lumber, Wood Products, Except Furniture

**ITALY**—Timber and plywood. Direct purchase and agency. S.I.L.L.A. S.p.A., (importer, wholesaler, retailer), Via XX Settembre 37. Copparo (Reggio Emilia).

Douglas fir lumber and pre-cut construction lumber. Direct purchase and agency. Rodolfo Fischer Succ., (importer, wholesaler), Piazzale Legnami 11, Trieste. WTD 4/3/63.

**TRUCIAL STATES**—All kinds of lumber for builders. Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 242 Sawmills, Planing Mills

**ITALY**—Douglas fir, sitka spruce, and hemlock lumber; quantities to be determined. Trans-Trieste, (importer, wholesaler, exporter), Via di Donota 3, P.O. box 487, Trieste. WTD 4/4/63.

Douglas fir and hemlock lumber. Direct purchase and agency. Branchini, Legnami, S.r.l., (importer, wholesaler, agent), Via Galilei 9, Rome.

Oak, Oregon pine, hemlock lumber. Direct purchase and agency. Vittorio Tomsic, (importer, wholesaler, exporter), Scalo Legnami, P.O. box 1257, Trieste. WTD 4/4/63.

Douglas fir, pitch-pine, and other lumber. Direct purchase and agency. Dott. Alessandro Matteoli, Legnami, (importer, wholesaler, agent), Via Amelia 46, Rome.

Douglas-fir, pitch-pine and hemlock lumber; requests replies in French. Alberto Rendola, (importer), Via Casilina 104-110/B, Rome.

Hemlock, douglas fir, other lumber. Direct purchase and agency. Ditta Valloni Pietro, (importer, wholesaler), Via Assisi 83, Rome.

Pitch-pine, douglas fir, hemlock lumber. Sogelegno, Societa' Generale Legnami, (importer), Scalo San Lorenzo 20, Rome.

Pitch-pine, douglas fir, hemlock, other lumber. Direct purchase and agency. Tirrenia Legnami, Societa', (importer, exporter, wholesaler, retailer), Via Acherusio 16, Rome.

Douglas fir oregon and yellow pine (special genoa prime), lumber; thickness from two in. to four in.; minimum width eight in. Quotation c.i.f. Italian Port. Vincenzo Scannapleeo, (importer, dealer), Via Tilhurtina 872, Rome.

## 243 Prefabricated Structural Wood Products

**ITALY**—Flooring made of traditional materials. Direct purchase and agency. S.I.-L.L.A. S.p.A. (importer, wholesaler, retailer), Via XX Settembre 37, Copparo (Reggio Emilia).

## 249 Wood Products

**PAKISTAN**—Poles to carry electric wires. International Traders, (Lahore), Ltd., (manufacturer's agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

## 251 Household Furniture

**NETHERLANDS** — Bedding and mattresses, garden furniture. Direct purchase and agency. J. P. Wyers' Industrie- en Handelsonderneming N.V., (importing distributor, sales agent), 7 N.Z. Voorburgwal, Amsterdam.

**SPAIN**—Household furniture; correspondence preferred in Spanish. Direct purchase and agency. Molina, S.L., (importer, retailer, wholesaler), Jose Antonio 21, Ceuta.

**TRUCIAL STATES**—Household steel furniture, Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 252 Office Furniture

**ENGLAND**—Speciality office furniture. Direct purchase and agency. Badenia Calculators, Ltd., (importers, wholesalers, sales agents), 77 New Bond St., London, W.1. WTD 5/15/63.

**TRUCIAL STATES**—Office steel furniture. Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 259 Furniture, Fixtures

**ENGLAND**—Venetian blinds. Direct purchase and agency. Fawntern, Ltd., (exporter, importer), 443, Great West Rd., Hounslow, Middlesex. WTD 5/14/63.

**JAPAN**—Aluminum and glass louvres; movable room dividers; disappearing clotheslines and outdoor drying poles. Gohei Trading Co., Ltd., (exporter, wholesaler), 23 Wakamatsu-cho, Kita Ku, Osaka.

## 264 Converted Paper, Paperboard Products

**GERMANY**—Wallpaper of good quality and attractive patterns; requests small samples. Direct purchase and exclusive agency for northern Germany. Georg Hatke, (wholesaler, retailer), 67 Soegestrasse, Bremen.

**INDONESIA**—Wide range of sundries such as stationery. P.T. Ichtiar Trading Co., Ltd., (import, export, wholesaler, retailer), Djl. Kalimasbaru no. 62/d, Surabaya. WTD 4/17/63.

**NETHERLANDS**—All types of fancy packaging materials, mainly for the gift item and pastry industry. Direct purchase and agency. Agentuur & Commissiehandel Sellofix, (sales agent), 72 Vermeerlaan, Hilversum.

**TOGO**—Writing paper, envelopes in large quantities for government offices. Societe Togolaise d'Exportation d'Importation, (export, import, government purchasing agency), B.P. 1073, Lome. WTD 1/2/63.

**VIETNAM**—Fine printing and special paper. Ets. A.M. Frey Sarl, (importer, dealer), 18 Dai lo Nguyen Hue, Saigon. WTD 9/13/61.

## 265 Paperboard Containers, Boxes

**PAKISTAN**—Card and box board. The National Fine Arts and Curios Trading Emporium, (importing distributor, commission merchant), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

## 277 Greeting Card Manufacturing

**NETHERLANDS**—Christmas cards, greeting cards. Firma Emna, (importer), 2 Uilenburgerstraat, Amsterdam.

## 280 Chemicals

**GERMANY**—New artificial hair which has most properties of human hair. G.D. Akerberg & Co., (importer), Erlenstrasse 2, Hamburg-Lokstedt. WTD 7/12/62.

**GUATEMALA**—Chemical products for the manufacture of insecticides. Maquinaria del sur, S.A., (merchant, manufacturer), Avenida del Rastro 4-79, Zona 4, Guatemala.

**MALAYA**—Farm chemicals: pesticides, herbicides, fungicides, soil and tree dressings; veterinary medicines; fertilizers: sulphate of ammonia n21%; urea, phosphate, (minimum P205 36%), muriate of potash and sulphate of magnesia (Mg0). Malayan Trading & Enterprise, Ltd., (import, export, wholesaler), P.O. box 956, 110 Kwang Tung Assn. Bldg., Jalan Pudu, Kuala Lumpur. WTD 5/9/63.

**NETHERLANDS** — Multi-filament filter cloth of manmade fiber. B. Henri Lampe N.V., (importing distributor), 11-17 Julianastraat, Sneek.

**VIETNAM**—Chemicals and chemical fertilizers. Direct purchase and agency. Ets. A.M. Frey Sarl, (importer, dealer), 18 dia lo Nguyen Hue, Saigon. WTD 9/13/61.

## 281 Industrial Chemicals

**BRAZIL**—Crystallized zinc chloride. Direct purchase and agency; requests replies from manufacturers only. Proquimed-Produtos Quimicos, Ltda., Comercio e Industria, (manufacturer, dealer), Rua Climaco Barbosa 56, Sao Paulo.

**FRANCE**—Chemical products for agricultural use, particularly specialties; agricultural insecticides not marketed in France now. Mr. Robert Mathieu, President, Compagnie Bordelaise des Produits Chimiques, (manufacturer, distributor), 28 Place Gametta, Bordeaux.

**INDONESIA**—Caustic soda, soda ash, sodium bicarbonate (edible), sodium bisulphate, borax and selenium, (used in the manufacture of chemical glass). P.T. Ichtiar Trading Co., Ltd., (import, export, wholesaler, retailer), Djl. Kalimasbaru no. 62/d, Surabaya. WTD 4/17/63.

■ **KOREA**—Soda ash, light and/or dense, 300 mt. Buchon Sodium Bicarbonate Co., no. 152, Oryudong, Yongdongpo-Ku, Seoul. FFO-SAI-3-456.

■ Caustic soda, solid and flakes, 98% up, 90 mt.; soda ash, light and dense, 98% up, 90 mt.; low and high density polyethylene, 30,000 lbs., Il Hwa Industrial Co., Ltd., 348-1, 3-Ka, Ulchi-Ro, Choong-Ku, Seoul. FFO-SAI-3-455.

■ Soda ash, dense 99.7%, minimum $Na_2CO_3$, 850 mt. Hankuk Glass Ind., Co., Ltd., #5 Namchang-dong, Choong-Ku, Seoul. FFO-SAI-3-454.

■ Caustic soda, solid, 98% up, packed in 700 lbs. steel drums, 100 mt.; soda ash, light and/or dense, 98% up, 330 mt. Back Yang Soap Mfg., #89, Shinsuldong, Tongtaemoon-Ku, Seoul. FFO-SAI-3-453.

■ Vinyl polymer and copolymer resin, uncompounded, 90 mt.; vinyl polymer and copolymer resin, compounded, 30 mt.; dioctyl phthlate, 85 mt. Lucky Vinyl Plastics Co., Ltd., 2nd fl., Han-Il Eulchi Bldg., 116, 3-Ka, Eulchi-Ro, Seoul. FFO-SAI-3-351.

All for Pa#489-356-901-3202. Limited worldwide. (901). Copy of offer to Bank of Korea, air mail, and to Director USAID, c/o American Embassy, Seoul.

■ Caustic soda, solid, 98% up, 70 mt.; carbon black, kosmobile, or equal, s-66; 10 mt. titanium dioxide, antaze grade, six mt.; feet ion exchange resin, cation or anion, 200 cu. ft., vinyl resin, uncompounded, granular and lump form AYAT and AYAC of OMNI Products Corp., or equal, 6,000 lbs., carboxy methyl cellulose (c.m.c.) powder, 8,000 lbs. Dongnam Grass Cloth Co., Ltd., 353-3 Yunheedong, Sudaimoonku, Seoul. Ref. no. FFO-SAI-3-460.

■ Soda ash, light 99.7% up, 150 mt.; caustic soda, solid 98% up, 80 mt. Chun Kwang Soap Mfg. Co., #30, 2-ka, Daichung-Dong, Chung-Ku, Pusan. FFO-SAI-3-459.

■ Soda ash, $Na_2CO_3$, 99.8% up, light or dense, 207 mt. Dachan Monosodium Glutamate Industrial Assn., 121-3, Da-Dong, Choong-Ku, Seoul. FFO-SAI-3-458.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 20. C&F or cif Korean ports by all U.S. flag vessel. Copy of all offers to be sent air mail to Bank of Korea, AID Section, and to the Director, USAID, c/o American Embassy, Seoul.

■ Caustic soda, solid 98%, 80 mt.; 700-660 lbs. net in iron drum packing, Nam Yeung

Industrial Co., Ltd., no. 72, 2-Ka Myung-Dong, Chung-Ku, Seoul. Ref. no. FFO-SAI-3-463.

■ Caustic soda, solid 98% up, 134 mt.; titanium dioxide and rutile, 23 mt. Chunjin & Co., Ltd., 16, 2-Ka, Myung-Dong, Chung-Ku, Seoul. FFO-SAI-3-462.

■ Caustic soda, 95% up, 80 mt., soda ash, light or dense, 95% up, 120 mt. Sin Hung Soap Co., #10, 1-Ka Dodong, Chung-Ku, Seoul. FFO-SAI-3-461.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 20. Copies of all offers to be sent air mail to the Bank of Korea, Seoul, Attn.: AID Section, and to the Director, USAID, c/o American Embassy, Seoul.

■ Soda ash, 500 mt.; and/or caustic soda, 280 mt., carbon black, 80 mt.; sodium bicarbonate, 250 mt.; dioctyl phthlate, tech., 60 mt.; poly vinyl chloride, 40 mt.; polyethylene, 60 mt. Young Poong Trading Co., Ltd., #33, Seorin-Dong, Chongro-Ku, Seoul. FFO-SAI-3-468.

■ Ferro manganese, mn. 75% up, 80 mt.; ferro silicon, si. 75% up, 10 mt. Pan East Ind. Co., Ltd., 112-23 Sokongdong, Chung-ku, Seoul. FFO-SAI-3-465.

■ Soda ash, na2CO3, 99.8% up light and/or dense, 134 mt. Korea Glass Industrial Co-operatives, 163 2-Ka, Eulchiro, Choong-Ku, Seoul. FFO-SAI-3-464.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 20. CIF and/or c&f Pusan, U.S. flag vessel.

■ Soda ash, light, NA2XO3, 98% up, 464 mt. Korea Tungsten Mining Co., Ltd., # 10, 1-Ka, Myung-Dong, Chung-Ku, Seoul. Cable: KOTUNGSTEN, Seoul. FFO-SAI-3-442.

■ Light soda ash, 99.7% up, 100 mt.; caustic soda, 98% up, solid, 50 mt. Kang Moo Joo, Han-Min Soap Mfg. Co., 34-51 Yang-Dong Chung-Ku, Seoul. Cable quotations accepted. FFO-SAI-3-441.

■ Caustic soda, solid 98% up, 60 mt.; soda ash, 100 mt.; titanium dioxide, 10 mt.; dop, tech., five mt.; phenol, 10 mt.; polyethlene, five mt.; polystrene, five mt.; polypropylene, five mt.; carbon black, five mt; vinyl resin, five mt. Kuk Sung Ind. Co., Ltd., #21, Sokongdong, Chung-Ku Seoul. Cable: FIRSTKUKSUNG, Seoul. FFO-SAI-3-439.

■ Caustic soda, solid 98% up, 30 mt.; soda ash, 58% up, 100 mt., Woulgae Oil & Fat Co., #806, Hawangshim-Ri, Sung-Dong-Ku, Seoul. FFO-SAI-3-448.

All the above are for PA#489-901-356-3202. Limited world wide (901). C&F and/or cif Pusan, U.S. flag vessel. Bid quotation deadline June 19.

■ Caustic soda, 180 mt.; boric acid, 50 mt.; soda ash, 350 mt.; phenol, 50 mt. Dong Ah Oil & Fat Co., 953 Hawangsipri-Dong, Seoul. FFO-SAI-3-445. June 19.

■ Phenol, 50 mt.; caustic soda, 200 mt.; soda ash, 900 mt.; boric acid, 50 mt. Haing Woo Chemical Co., 12 Hawansipri-Dong, Seoul. FFO-SAI-3-444. June 19.

■ Viscose rayon staple fibre, crimped dull, 1.5 denier, x 1.5" cut, 142,000 lb. Kyungsong Spinning Co., Ltd., 116-1-Ka Namdaimoon-Ro, Choong-Ku, Seoul FFO-SAI-3-467. June 20.

All the above are for PA#489-901-356-3202/ Limited worldwide (901). C&F or cif Pusan, U.S. flag vessel.

■ Titanium dioxide; carbon black, phenol; caustic soda flakes; boric acid, tech. powder; polyethlene, vinyl and resins; styrene polymer; polypropylene; polystyrene; dioctyl phthlate. Total quantity, 23 mt. Kyung Kee Industrial Co., Ltd., 51, 1-Ka Chungmuro, Chung-Ku, Seoul. Cable: KKINDCO, Seoul. FFO-SAI-3-466. Bid deadline June 20.

■ Caustic soda, solid, 98% up, soda ash, light 99% up; titanium dioxide; Carbon black; poleythylene, virgin and injection/extrusion grade; about 50 mt. Kukje Plate Ind. Co., Ltd., #51-4 1-Ka Chungmuro Chung-Ku, Seoul., Central P.O. box 434, Seoul. Cable: KUKJEPLATE, Seoul. FFO-SAI-3-446. Bid deadline June 19.

All the above for PA#489-901-356-3202. Limited worldwide (901). CIF & c&f Pusan, all U.S. flag vessel.

**NORWAY**—Chemicals for detergent industry, such as phosphates and sodium perborate, sodium tripolyphosphate. Direct purchase and agency. Tollef Bredal A/S, (importing wholesaler, manufacturer's agent), 8 Wesselsgt., Oslo. WTD 1/24/63.

■ **TURKEY**—PVC type emulsion, 20 t. Plastel Plastik ve Kanucuk Sanayi, AS, Mahmutpasa Kurkcu han 19, Istanbul. Cable: FINOTEX, Istanbul, S/A no. 73/79770. June 20.

■ Highmolecular suspension type polyvinylchloride powder, $16,120; high melting nylon resin, $5,000; pure phenolic resin, $5,600. Derby Lastik Anonim Sirketi B ahcekapi Kutlu Han no. 21, Istanbul. Cable: CIZME, Istanbul. S/A no. 22. June 17.

■ Polystyrene; Polyethlene, $6,668. Dekor Platik ve Nylon Esya Imalathanesi, Andon Moshakis ve Ort. Koll. Sti. Rum Kilise Sok. no. 1, Istanbul. Cable: DEJOR PLASTIK S/A no. 224. June 17.

■ Polystyrene, 20 t.; polyethylene, 15 t.; cellulose acetate, five t. Ege Plastik ve Kaucuk Sanayli, Ltd., Sti. Yesildere 1077 Sokak no. 5, Izmir. S/A no. 30401. June 20.

■ Polyethlyene, low density, $5,745. Mehmet Fikret Cicek, Mercan Ismetiye Cad., Anol Han 25.10.18, Istanbul. S/A no. 206. June 17.

All the above are for PA#277-390-901-356-3223. Limited worldwide (901).

## 282 Synthetic Materials

**KOREA**—Titanium dioxide, anatase and/or rutile grade, 10 mt.; polyethylene film and/or off grade injection molding, 30,000 lb.; polythylene, natural, general purpose, 10,000 lb. Kisung Moosan Co. Ltd., I.P.O. box 1857, Seoul. Ref. no. FFO-SAI-3-450.

■ Titanium dioxide three mt.; carbon black, one mt.; vinyl resin, 6,600 lb.; styrene polymer, 4,400 lb.; cellulose acetate flakes, 11,120 lb.; phenol, three mt.; dioctyl phthlate, two mt. Dong Il Chemical Co., #559 Kwejungdong, Seoku Pusan. FFO-SAI-3-447.

■ Polypropylene off grade, 22,000 lbs.; Young-Jin Chemical Ind. Co., 54, 2 Ka, Dong-daeshin Dong, Su Ku, Pusan. Cable: DONGAMIWON, Seoul. FFO-SAI-3-443.

■ Polyethylene resin, 6,600 lb.; same, high density, 6 600 lbs.; styrene polymer, 44,000 lb, coating, bright finish, 18x24 and larger, and compound, 33,000 lbs.; dioctyl phthlate, five mt.; titanium dioxide, 10 mt.; carbon black, 10 mt. Mihin Chemical Co., 883, Bumil-Dong, Pusan. FFO-SAI-3-440.

All the above are for PA#489-901-356-3202. Limited worldwide (901). C&F and/or cif Pusan. Bid deadline June 20.

■ Polyethylene resin, blow film grade, virgin, and/or sub-standard, 45 mt. Song Hark Industrial Co., 443 Majang-Dong, Sundong-Ku, Seoul. FFO-SAI-3-457.

■ Dicalcium phosphate, powder form, 30,000 lbs.; polyethylene resin, 140,000 lbs.; styrene polymer, 50,000 lbs.; carbon black, 10,000 lbs.; vinyl polymer and copolymer resin, 40 mt.; sodium lauryl sulfate, 4,000 lbs.; vinyl polymer and copolymer, compounded, including scrap, 30 mt. Lucky Chemical Co., 2nd fl., Han-II Eulchi Bldg., 116, 3-Ka, Han-II, Eulchi-Ro, Seoul. FFO-SAI-3-452.

Both the above procurements for PA no. 489-901-356-3202. Limited worldwide (901). Quotation deadline June 20. Cif or c&f Pusan, all U.S. flag vessel. Copy of all offers to be sent air mail to Bank of Korea, AID Section, and to the Director USAID, c/o American Embassy, Seoul.

■ Rayon stable fibre, 1.5 denier x 1.5 in. cut, dull, regular crimped, about 185,000 lbs. Tai Han Textile Co., Ltd., #133, 2-Ka, Namdaimoon-Ro, Choong Ku, Seoul. Cable: TAHANSANUP, Seoul. Ref. no. FFO-SAI-3-389.

■ Viscose rayon staple fiber, 1.5 denier, 1.5 in. cut length, crimped, dull, first quality, 162,000 lbs. Chonnam Spinning Co., Ltd., 140, Pukchang Dong, Chung-Ku Seoul. Cable: CHONNAMSPINNING, Seoul. FFO-SAI-3-390.

Both the above procurements are for PA#489-901-356-3202. Limited worldwide. Quotation deadline June 16. Quote either fob, c&f or cif price. U.S. flag vessel. Copies of all offers to be sent air mail to Bank of Korea, AID Section, and to the Director, USAID, Seoul, c/o American Embassy.

**NETHERLANDS**—Plastics in rolls or sheets for resale to manufacturers of belts, handbags. Request replies from manufacturers only. B. de Jong, (sales representative), Govert Flinchlaan 3, Zoetermeer. WTD 4/3/63.

■ **TURKEY**—Acrylic plastic flat sheets, clear, transparent, $3,000; different colors, $7,120. Persifleks Plastik Fabrikasi, Bomonti Rumkilise ve Buykyeniyol Sokak no. 22, Istanbul. S/A no. 36/79453.

■ Polystyrene, 25 t.; polyethylene, 15 t.; cellulose acetate, five t. Ece Plastik Esya Sa nayii Leon Bengiyat, 1314 Sokak no. 1, Izmir. S/A no. 30397.

Both the above are for PA#277-390-901-356-3223. Limited worldwide (901). Bid quotation deadline June 17.

## 283 Drugs

**GREECE**—Fine chemicals; requests replies from manufacturers only. Demosthenes K. Kotsopoulos, (importer, wholesaler, retailer, sales agent), 10 Stadiou St., Athens 133. WTD 5/9/63.

**ITALY**—Veterinary medicines, particularly for poultry. Direct purchase and agency. Giuseppe La Bua, (wholesaler, retailer, importer, manufacturer's agent), Via Antonio Marinuzzi 10, Palermo.

● **MOROCCO**—Injectable isotonic sodium chloride solution 10 ml. (100x3000); 500 ml. (10x2500). Two such lots of 500 ml. size. Must meet French or international pharmacopoeia standards. Bid deadline June 18. Pharmacie Centrale 24, rue des Ouled-Ziane, Casablanca, Morocco.★ (Telephone: WO 7-2239).

**VENEZUELA** — Pharmaceutical sundries. Exclusivas Ben S.A., (importing distributor, sales agent), Dolores a Quinta Crespo 13, Edificio Ruben Gomez, Caracas. WTD 3/22/63.

## 284 Soap, Detergents, Cleaning Preparations, Toilet Preparations

**MALAYA**—Spraynet lacquer in pressure cans. Tong Aik & Co., (importer, wholesaler), 91 Beach St., Penang.

**NETHERLANDS**—Cosmetics. Direct purchase and agency. S.J. Hiegentlich, (sales agent), 122 Singel, Amsterdam.

Toilet articles for women. Parfumerie Moderne Jean Cooken N.V., (sales agent, importing distributor), 447 Singel, Amsterdam.

**VENEZUELA**—Cosmetics. Exclusivas Ben S.A., (importing distributor, sales agent), Dolores a Quinta Crespo 13, Edificio Ruben Gomez, Caracas. WTD 3/22/63.

## 285 Paints, Varnishes, Lacquers, Enamels

**TRUCIAL STATES**—Paints and varnishes. Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 299 Lubricating Oils

■ **CHINA**—Super hd. motor oil; dieselube oil; motor oil, SAE 30, 40; outboard motor oil. Various descriptions and quantities. Packed in drums and cans. C&F Kaohsiung. PA#484-6211-000-253-3218. U.S. source. Quotation deadline June 15. Thun-I Trading Co., Ltd., no. 27A An-Ping Road, Tainan.★★

## 306 Fabricated Rubber Products

■ **CONGO, REPUBLIC OF**—Five-ply conveyor belt, longlift, 2,000 m., 1/8" top cover x 1/16" bottom cover, for transport of very abrasive materials, such as quartz rock. PA#660-000-355-3205. U.S. source. Quotation deadline June 12. Symetain, 112 Rue du Commerce, Bruzelles, Belgium.

**NETHERLANDS**—Technical rubber goods and sealing elements of rubber, asbestos or metal. Eriks N.V., (importing distributor), 33 Voormeer, Alkmaar.

**VIETNAM**—Rubber Conveyor belts. Direct purchase and agency. Ste. Indo-Comptoirs, (importer, distributor), 130-136 Dai lo Tran Hung Dao, Saigon. WTD 6/20/61.

## 307 Plastics Products

**BARBADOS** — Plastic dishes; requests replies from manufacturers only. General Agency Co., (Barbados), Ltd., (commission agent), 14 High St., Bridgetown. WTD 3/20/63.

**GERMANY**—Plastic cable soldering tents: nylon plastic or plastic soldering tents, electrically welded not sewn, which can be blown up, air tight, flame resistant, and which stay in their normal form at +75° and -27° C, width approx. 1.35 m.; correspondence preferred in German. Starklicht Otte KG, (manufacturer, importer, wholesaler), 2 Wirmer Strasse, 463 Bochum. WTD 3/26/63.

**NORTHERN IRELAND**—Plastic products especially for the kitchen; general builders' plastics including gutters and downpipes. Direct purchase and agency. Gordon Bennett & Co., (distributor of paint, shopfitting materials, racking and builders' materials), 91 Balfour Ave., Belfast 7.

**ITALY**—Plastic flooring. Direct purchase and agency. S.I.L.L.A. S.p.A., (importer, wholesaler, retailer), Via XX Settembre 37, Copparo (Reggio Emilia).

## 310 Leather, Leather Products

**RHODESIA, NYASALAND**—Leather goods of all descriptions. Direct purchase and agency. H. A. Sessel & Co., (Pvt.), Ltd., (importer, manufacturer's agent), P.O. box 340, Salisbury. WTD 5/15/63.

**SPAIN**—Luggage and travel articles; correspondence preferred in Spanish. Direct purchase and agency. Molina S.L., (importer, retailer, wholesaler), Jose Antonio 21, Ceuta.

**SWITZERLAND**—High quality leather for bag and shoe industry. Reptico S.A., (importer of fur and reptile skins, exporter, wholesaler), Avenue du Mail 5, Geneva. WTD 5/8/63.

## 311 Leather Tanning, Finishing

**ITALY**—Calf leather in different colors; quotations of landed prices Florence are requested. Direct purchase and agency. A.L.P.E.A., Azienda Lavorazione Pelletterie E Affini), (manufacturer), 1 Vicolo dei Cerchi, Florence.

## 316 Luggage

**NETHERLANDS** — Air travel luggage, made of artificial leather, aluminum, special fabrics, nylon, vinyle, fiberglass. Direct purchase and agency. Rob Geenen, (sales agency), 12 Alb. Thijmlaan, Heemstede.

## 320 Stone, Clay, Glass Products

**SPAIN**—Chinaware, glassware, cutlery and kitchenware; correspondence preferred in Spanish. Direct purchase and agency. Molina, S.L., (importer, retailer, wholesaler), Jose Antonio, 21, Ceuta.

## 322 Glass, Glassware, Pressed or Blown

**ENGLAND**—Lamp shade materials, glass fibre; lamp bases. Direct purchase and agency. Allen Read Marketing, Ltd., (manufacturer), 44 Croham Park Ave., South Croydon, Surrey. WTD 5/14/63.

## 323 Glass Products, Made of Purchased Glass

**MALAYA**—Glass tumblers and sets. Haikew Overseas Trading Co., (importer, wholesaler), Lee Rubber Bldg., Jalan Bandar, Kuala Lumpur. WTD 4/30/63.

## 325 Structural Clay Products

**TRUCIAL STATES**—Tile. Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 329 Abrasives Products

■ **INDIA**—High grinding media, grinding balls in assorted sizes up to 3" dia., 50 mt.; high density ceramic liner bricks, 2"x4"x6", 25 mt. Loan no. 157. U.S. source. Bid deadline June 18. The Associated Cement Companies, Ltd., 121, Queens Rd., Bombay. Cable: ACCPURCHEZ, Bombay. Ref. 4(357)/62-AID-II. IL#978672/DLF-157/62/HQ/CG.III.

**NETHERLANDS**—Grinding stones, handgrinding tools and all accessories for such. Exclusive distributorship. N.V. Handelmaatschappij D.M. de Ploeg, (importer, wholesaler), 246 Columbusstraat, The Hague.

## 330 Primary Metal Industries

**ENGLAND**—Ball bearings; heavy steel forgings and castings; requests replies from manufacturers only. Direct purchase and agency for shipment to India and agency. Wyer & Hawke, (manufacturer, exporter, importer, wholesaler, sales agent), 4 Crosby Sq., London. EC3. WTD 5/15/63.

## 331 Steel Mill Products

■ **CHINA**—Tube ¾" o.d.x0.049" wallx20'-0"l, seamless, astm-a-269, type 304 stainless steel (for m-911), 500 pcs.; tube sheet, according to stm a-240 crs, type 304 stainless steel, size 1¼ TKx36⅞" o.d., rough finish; same, except 1⅛ x tkx40½ o.d., one pc. each. PA#484-660-000-253-3217. U.S. source. Bid deadline June 19. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Invitation no. CP2-2083A-1. C&F Keelung. Under GSA Defense Materials Services procedure. Specifications may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

**ENGLAND**—Steel, steel products for profiling, shearing, machining. Direct purchase and agency. Clarkes of Stillington, Ltd., (exporter, retailer), Stillington, Nr. Stockton-on-Tees, Co. Durham.

■ **INDIA**—Six high speed steel, hot drawn bars; decarb-free rods. The Indian Tool Manufacturers, Ltd., 101, Sion Rd., Sion, Bombay 22, Cable: IROOLS, Bombay, Sion Ref. No. DC/217/BDL/6. IL#DL/55/528/528/03 2 01/0008. CIF quotations.

■ High carbon steel wire, six mm. dia., suitable for manufacture of steel wire ropes, silicon not exceeding 0.25% sulphur, phosphorous 0.4%, manganese 0.5/0.7 percent. Free from fins, cracks, Messrs. Mohatta and Heckel, Ltd., Mustafa Bldg., Sir P.M. Rd., Bombay 1. DC/217/BDL/7. IL# DL/55/1200/03/101/0011. Purchasers no. MH/RAW MAT/1.

Both the above for loan no. 386-H-082. U.S. Source. Bid deadline June 19.

■ Medium carbon steel for tipped tools, 8,000 #k, dimension, 29x39mm. and 35x39 mm. 4,000 k., 35x44 mm.; medium carbon steel for cutters, various quantities and sizes. Quotations to metric standards. All prices c.i.f. Indian port. Earliest date of shipment to be mentioned in quotation. Loan no. 386-H-082. U.S. source. Bid deadline June 19. Sandvik Asia, Ltd., Bombay Poona Rd., Poona 3. Cable: COROMAT, Poona. DC/217/BDL/5. DL/55/821/02 2 01/0023.★

■ Cold drawn seamless steel boiler tubes of various sizes, such as, 32 mm. od, 37 mm., 44.5 mm., 57 mm. od, x 2.5 mm. thick, 25 mm. x 2.0 mm. thick, 19.05 mm. x odx1.63 mm. in length of 18 ft. or more. Total quantity required c.i.f., value of rs. 50,000. Loan no. 217. U.S. source. Bid deadline June 15. Testeels, Ltd. The Commercial Ahmedabad Mills Premises, Near Idgah Gate, Asarwa, Ahmedabad. Ref. no. 65(157)/62-AID(1). IL#A-588281/61/AU-DW/CCI/H.Q/RM/L-II(E).

■ Wall lead tin coated bundy tubes, 2/16" od, 216,000 ft.; ¼" od, same, 140,000 ft.; seamless steel tubes, 10,000 ft.; ⅜" seamless steel tubes, 10,000 ft., id seamless mtc 1010 cf steel tubes, 7,000 ft.; seamless steel tubes, 4,000 ft.; stainless steel tubes, 2,500 ft.; tubes, bright finish, 4,000 ft.; wall seamless steel tubes, sae 1025 or 2040, 12,000 ft. F.a.s. port of exit. Loan no. 217. U.S. source. Bid deadline June 20. Mahindra & Mehindra, Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: JEEPS. Bombay Ref. no. 65(291)62-AID(1). IL#A-592919/61/AU-DW/CCI/HQ/RM/IL-II(E).★

**ITALY**—Steel plate for construction of fuel tanks and oil distillation furnaces; various thicknesses from 0.1970" to 1.379"; various lengths up to 28 ft. and widths up to 6 ft. Officine David Biffani, (oil refinery, constructions, industrial refrigeration, laundries, steel works, steel boilers, power generator units), Via G. B. De Rossi 32, Rome.

First choice quality sheet iron, and sheet iron off-cuts; thickness from 5 to 150 mm.; Requests replies in Italian. Direct purchase and agency. Luigi & Ettore Gerri, S.N.C., (importer, wholesaler), 29 Via S. Stefano, Bologna.

**MALAYA**—Tin-plate, used; requests guage, size and packing cif Penang. Guan Kongsi, (importer, exporter), 238-240 Beach St., Penang. WTD 5/16/63.

**NETHERLANDS**—Ship chains, made of quality steel. Direct purchase and agency. Mr. D.C. Egberts, (sales agent), 30 Fazantstraat, Badhoeyedorp.

**PAKISTAN**—Electrical steel sheets; ms. sheets and plates. S. Muhammad Din & Sons, Ltd., (manufacturer), Shahdara Mills, Lahore. WTD 3/13/63.

Galvanized corrugated and plain steel sheets, pipes, channels, valves. The National Fine Arts and Curios Trading Emporium, (importing distributor, commission merchant), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

Aluminum steel core wire. International Traders, (Lahore), Ltd., (manufacturer's agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

**SINGAPORE**—Pressed steel water storage tanks; specifications: plates, 3/16" and ¼" thick, 4 ft. sq. pressed steel jig-drilled with stays, cleats, nuts, jointing compound; British standard or equivalent. Requests price per plate cif Singapore, including fitting and bare on competitive basis; can import $30,000 or more annually if prices

competitive with U.K. George Cohen, (Far East), Ltd., (importer, exporter, wholesaler, agent), 13 fl., Asia Insurance Bldg., Finlayson Green, Singapore 1. WTD 7/10/62.

■ **TURKEY**—Electrolytic tinplate waste waste, assorted to size and gauge per skid, 400,000 lb.; Sadettin Tezcan, 905 Sokak no. 5, Izmir. S/A no. 1084. Ref. no 209423. C&F Izmir. S/A no. 1084.

■ U.S. steel superdraw common coke tinplate, unassorted. 20"x28", $5,005.35. Unassorted hot dipped tinplate, $5,450. S/A no. 1639. Ermis Konservecilik T.A.O. Beyoglu, Yenishhir Dereboyu Cad., 57-65, Istanbul. S/A no. 1612. C&F Istanbul.

All the above are for PA#277-660-901-356-3226. Limited worldwide (901). Bid deadline June 17.

■ Electrolytic tinplate, waste waste, 0.25 lbs, coating, bright finish, 18x24 and larger, 107 lbs., and lighter, unassorted in mill packing; or cobbles, amount $5,000. Bahar Koll Sti. Yako Bahar ve oglu Binyamin Bahar Nalburlar Caddesi no. 357/1, Istanbul. S/A no 1644.

■ Electrolytic tinplate, waste waste, bright finish soft temper, 80/107 lbs. base weight and lighter, 79 lb., 80,000 lbs. net. Hirdavatis Isak Kohen, Bankalar caddesi sokak, Yarman han no. 20, Galata, Istanbul. S/A no. 001632.

■ Electrolytic tinplate waste waste, assorted to size and gauge, 20"x28 and larger, 0.25 coating or better, 400,000 lbs. Sedattin Tozcan, 905 Sokak no. 5, Izmir. S/A no. 1083. Ref. no. 209400. C&F Izmir.

All the above are for PA#277-660-901-356-3226. Limited worldwide (901). Bid deadline June 17. Under GSA Defense Services Materials procedure.

## 332 Iron, Steel Foundries

**BRAZIL**—Stainless steel AISI 316. Celulose Cambara S/A, (manufacturer), 40 Travessa F. de Leonardo Truda, Edificio Formac - 10° andar, Porto Alegre, RGS.

**PAKISTAN**—Iron, steel, ms. black steel sheets. The National Fine Arts and Curios Trading Emporium (importing distributor, commission merchant), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

**PHILIPPINES**—Galvanized iron water pipes size ½"-3". Welison Ty & Co., (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

## 333 Primary Smelting, Refining of Nonferrous Metals

● **IRAN**—Electrolytic zinc 136,000 kgs. 99.99% min. purity; bid deadline July 14. Armament Dept., Imperial Iranian Army, Avenue Jaleh, Tehran.★ (Telephone: WOrth 7-2684).

## 335 Rolling, Drawing, Extruding of Nonferrous Metals

**GERMANY**—Flexible cable - 3 x 1.5 mm. used for polishing and cleaning machines. N.W.G. Niederrheinische Werks- u. Gebaeudereinigungs GmbH., (cleaning establishment, wholesaler), 24 Vom Rath Strasse, 41 Duisburg. WTD 10/18/62.

**ICELAND**—Copper tubing, aluminum sheets, stainless steel sheets, deep drawing steel sheets and various articles for the building industry. H. F. Ofnasmidjan, (manufacturer), Einholt 10, P.O. box 491, Reykjavik. WTD 5/14/63.

**ITALY**—Annealed, semi-hard and hard copper plate, disks and strips (cu 99 5 uni 1704/3310); annealed and semi-hard brass plate, disks, strips (ot 67 uni 2012). Ettore Porciani & Figlio, (manufacturer), Piazza della Sala, Pistoia.

## 342 Cutlery, Hand Tools, General Hardware

**AUSTRALIA**—Complete line of garden and hand tools. National Agencies (Aust.), (importer, wholesaler, retailer), 57-59 James St., Fortitude Valley, Brisbane, Queensland. WTD 6/27/62.

**BARBADOS**—Vacuum flasks. Requests replies from manufacturers only. General Agency Co., (Barbados), Ltd., (commission agency), 14 High St., Bridgetown. WTD 3/20/63.

**ENGLAND**—Plastic kitchenware; kitchen and household gadgets and hand tools; cutlery. Direct purchase and agency. Fawntern, Ltd., (exporter, importer), 443 Great West Rd., Hounslow, Middlesex. WTD 5/14/63.

**FRANCE**—Engraving tools. Centre d'Enregistrement des Champs Elysees, (Manufacturer), 15 ave Montaigne, Paris 8e. WTD 2/13/63.

**MALAYA**—Small hardware items: pliers, hammers, axes, handsaws, chisels, files, bolts and nuts, fasteners. Haikew Overseas Trading Co., (importer, wholesaler), Lee Rubber Bldg., Jalan Bandar, Kuala Lumpur. WTD 4/30/63.

**NETHERLANDS**—Kitchen utensils, camping accessories. Direct purchase and agency. Mr. J.S. Sietsema Klooster, (sales agent), 42 Remmingaweg, Haren, Groningen.

Inexpensive manicure sets; requests replies from manufacturers only with literature and fob New York price quotations. Fa. Edo Swaan, (importer, wholesaler), 75 J. Mosselstraat, The Hague. WTD 11/13/62.

Drapery hardware. Direct purchase and agency. J.P. Wyers' Industrie- en Handelsonderneming N.V., (importing distributor, sales agent), 7 N.Z. Voorburgwal, Amsterdam.

**PHILIPPINES**—Finishing hardware. Conrado Orosa Ilagan, (building contractor), 7 Marikit St., West Triangle Homes, Quezon City.

**TRUCIAL STATES**—Builder's hardwares. Bhatia Bros., (importer, retailer, wholesaler). P.O. box 275, Dubai. WTD 4/7/63.

**VIETNAM**—Building hardware, e.g., hinges, locks, metal weatherstripping, window sashes, handles, fasteners, latches; full line of hand tools. Direct purchase and agency. L'Union Commerciale Indochinoise & Africaine, (importer, distributor), 35 dai lo Le Loi, Saigon.

## 343 Heating Apparatus, Plumbing Fixtures

**CANADA**—Electric heating units, domestic and industrial. E.W. Playford, (1961), Ltd., (distributor), 5851 Upper Lachine Rd., Montreal 28, Quebec. WTD 5/16/63.

**COSTA RICA**—A steam boiler for general industrial application from 20 to 500 hp.; prefers a boiler fueled by bunker c fuel; requests replies from manufacturers only. Costa Rica Machinery Co., (importer, distributor. Apartado 1328, San Jose. WTD 5/23/62.

**PHILIPPINES**—Bathroom fixtures, accessories. Conrado Oresa Ilagan, (building contractor), 7 Marikit St., West Triangle Homes, Quezon City.

**TRUCIAL STATES**—Kitchen and bathroom fixtures, fittings. Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 344 Fabricated Structural Metal Products

**CHILE**—Metal structures such as warehouses, sheds, slotted angles and shapes for use in general metal and shelving construction; tubing and other metal shapes for metal furniture construction. Nieto Autos S.A., (importer, manufacturer), 19[illegible] Av. Bulnes, Casilla 4746, Santiago. WTD

**NETHERLANDS**—New items and methods for radiator repair field. Bloksma Radiateurenfabriek N.V., (manufecturer), 48 Jan Hazenstraat, Amsterdam.

Aluminum storm windows and doors; all sizes, but particularly large size up to two x three m.; Double glazing—2" air space—double hung, casement. Direct purchase and agency. Adviesbureau Thermische Isolatie Thermiso, (sales agent), P.O. box 24, Epe, Gelderland.

## 346 Metal Stampings

**MALAYA**—Household utensils. Haikew Overseas Trading Co., (importer, wholesaler), Lee Rubber Bldg., Jalan Bandar, Kuala Lumpur. WTD 4/30/63.

## 349 Fabricated Metal Products

**BRAZIL**—Valves for steam and acid, 40 lb. pressure; steel valves for superheated steam at 475° centigrade. Celulose Cambara S/A, (manufacturer), 40 Travessa F. de Leonardo Truda, Edificio Formac 10° andar, Porto Alegre, RGS.

■ **CHINA**—ASA 250 psi rating four-in. cast, 26 sets; same, six-in., 24 sets' four-in. check valves' 10 sets' six-in. check valves, three sets; steel angle valves, 50 sets; PA#484-000-253-3214. Lot of parts for GE turbine, V-203BT, such as governor assembly; valve seat; lift rod; bushing; bearing; "o" ring; idler pin and rotor assembly. Inv. no. CP2-2105. Bid deadline June 15. Specifications may be obtained from Mr. Jos. C. Wei, Acting Director, Division of the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 60 Church St., New York 7, N.Y. Bid deadline June 13. Central Trust of China, Purchasing Dept. 68 Yen Ping Nan Lu, Taipei. C&F Keelung, invitation no. CP2-2096.

● **EL SALVADOR**—Pipe fittings, tees, reducers, bends, unions, 110 nos., 5" to 10", cast iron and malleable cast iron; 5", cast iron and malleable cast iron; 10", 5200 m. Tender no. 1M 14 (63), bid deadline June 21. La Administracion Nacional de Acueductos y Alcantarillados, (Proveeduria), 22 Avenue. Nte. no. 512, San Salvador. Specifications in Spanish.★ (Telephone: WOrth 7-5589).

**NORWAY**—Valves, ¼", small, for high air pressure, (2800 psi), to operate on electronic impulses. Nor Marine A/S, (importing distributor, manufacturers' agent), 5 Lillegrensen, Oslo. WTD 9/20/62.

## 350 Machinery, Except Electrical

**NETHERLANDS**—Portable and automatic tools for workshops, industries, agriculture; requests replies from manufacturers only. Exclusive distributorship for Netherlands. Technische Handelsonderneming Iburg, (technical sales firm), 17 Burg. Grundemannstraat, Berkel, Z.H.

## 351 Engines, Turbines

■ **CHINA**—'B & S' gasoline engines, four-cycle, single cylinder, L-head, air cooled, or equal, model no. 81302, three hp 100 units; model no. 141302, five hp. 50, units; model no. 143302, six hp, 150 units, all f.o.b. PA#484-000-253-3214. U.S. source. Bid quotation deadline June 13. Sin Hwa Nan Metals Co., Ltd., 10, 1-Section Hankow St., Taipei. C&F Keelung.

**NETHERLANDS**—Stationery diesel engines, from one up to and including 200 hp., also parts. Utrechtsche Motoren-Re-

visie N.V., (manufacturer, importer), 18 Westerdijk, Utrecht.

**PHILIPPINES**—Two hp.-15 hp. engines, air cooled gasoline or diesel. Welison Ty & Co., (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

**VIETNAM**—Small diesel motors, one-five hp. Direct purchase and agency. L'Union Commerciale Indochinoise & Africaine, importer, distributor), 35 dai lo le Loi, Saigon.

Diesel engines, diesel electric power plants, five kw. to 200 kw. Direct purchase and agency. Ste. Indo-Comptoirs, (importer, distributor), 130-136 Dai-lo Tran Hung Dao, Saigon. WTD 6/20/61.

## 352 Farm Machinery

**ITALY**—Farm machinery: pickup baling presses, harvester-threshers, corn-pickers. Donega' & C. di Mario Iacomussi & Figli, (importer, dealer), 76, Via Ormea, Turin. WTD 2/26/63.

Poultry growing batteries, prefabricated poultry houses, incubators, poultry feeders, poultry breeding equipment. Direct purchase and agency. Giuseppe La Bua, (wholesaler, retailer, importer, manufacturer's agent), Via Antonio Marinuzzi 10, Palermo.

**PHILIPPINES** — Agricultural machinery and farm implements. Welison Ty & Co., (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

## 353 Construction, Mining, Materials Handling Machinery

■ **CAMBODIA**—D.4 tractor, caterpillar, series c, or equal, with complete accessories. C&f Phnom-Penh. PA#442-833-901-354-3202. Limited worldwide (901). Bid deadline June 18. Mr. Cheng-Heng, 115 Moha Vithei Preah Monivong, Phnom-Penh.

■ **CHINA**—Towing winch for caterpillar d8, series h direct drive, 235 hp. tractor, serial number 36A-3312, hyster D89A, or approved equal. PA#484-000-253-3214. U.S. source. Bid deadline June 18. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. CP2-2121. Specifications may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

**ENGLAND** — Conveyors materials handling; requests replies from manufacturers only. Direct purchase and agency for shipment to India and agency. Wyer & Hawke, (manufacturer, exporter, importer, wholesaler, sales agent), 4 Crosby Sq., London. EC.3. WTD 5/15/63.

■ **GREECE**—Special diesel engined crane truck, 7½ t.; two-wheeled trailers, two, 3½ t. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline June 20. Hellenic Communications Organisation, Ltd., (OTEO), Supply Dept., Athens. Red. # 205. Copies of specs. and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington 8, D.C. If selected offer is from the U.S., purchase will be financed by AID under the PA cited or with free dollars.

■ **INDIA**—150/30 t. indoor electric overhead travelling crane. Loan no. 197. U.S. source. Bid deadline June 27. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender forms and specifications are available at $2.50 per copy. Tender no. S/128/AID.

■ Multi-purpose crawler mounted 1½ cu. yd. shovel powered by six cylinder charged diesel engine, about 71 hp. at 1800 rpm., 60 in. guage trucks, five roller track frame, large dia. front idler crankcase guard, 15 in. over tapping flat shoes with low profile three bar grousers, shoes, closed hydraulic system, hydro spring shock absorber, complete with four-in-one bucket, 1½ cu. yd., capacity angle dozer blade accessories, auxiliaries and spares, including about three percent restricted or banned category of spares. Ref. no. 4(356)/62-AID-II. IL#978696/DLF-157/62/HQ/CG.III.

■ Crawler mounted diesel shovel, 1½ cu. yd., complete; front end loader of 2½ cu. yd. complete with bucket; hydraulic ripper for operating crawler tractor dozer; diesel engines, three, approx. 180 and/or 210 hp., complete with standard accessories. Ref. no. 4(342)/62-AID-II. IL#978813/DLF-157/62/HQ/C.G.III.

All the above procurement for loan no. 157. U.S. source. Bid deadline June 19. The Associated Cement Co. Ltd., 121, Queens Rd., Bombay. Cable: ACCPURCHEZ, Bombay.

■ Drott skid shovel with diesel engine and four-in-one bucket roller guard, sprocket drive housing shield and front pull hook, capacity of bucket, three cu. yd. Loan no. 157. U.S. source. Bid deadline June 19. Satna Cement Wks., Pro; Birla Jute Manufacturing Co., Ltd., 15, India Exchange Pl., Calcutta 1.

**NETHERLANDS**—Pneumatic control equipment. Berk & Van Wingerden N.V., (manufacturer), 8 Kreekweg, Zwijndrecht. WTD 5/9/63.

**PHILIPPINES**—Logging tractors. Phil-Pac Development Corp., (producer), 208 Burke Bldg., David St., Manila.

● Four (4) intake service gates, six (6) sets gate frames and guides and one (1) intake gate gantry crane for Maria Christina Falls Hydroelectric Plant, Mindanao. Bid deadline July 2. Office of the National Power Corp., 161 Bonifacio Dr., Port Area, P.O. box 2123, Manila.★ (Telephone: WO 7-5589).

● **WEST INDIES**—Fork lift trucks, fifty (50), approx. 6,000 lbs. capacity at 24" load centre. Tender bid deadline June 22. Port Authority of Trinidad and Tobago, Wrightson Rd., Port of Spain, Trinidad.★ (Telephone: WO 7-5589).

## 354 Metalworking Machinery

**COSTA RICA**—Machinery and equipment for the manufacture of square metal tubing ½" to 1½" dia. Rosago, Ltda., (manufacturer), Apartado 1911, San Jose. WTD 4/14/61.

**ENGLAND**—Rolling mills, foundry. Direct purchase and agency for shipment to India and agency; requests replies from manufacturers only. Wyer & Hawke, (manufacturer, exporter, importer, wholesaler, sales agent), 4 Crosby Sq., London. EC.3. WTD 5/15/63.

■ **INDIA**—Mechanized squirt welder, including portable control unit, two; squirtmobile, self propelled trackless carriage for positioning and moving guns; two, stationary motor generator power source wound for operation on 440 v., three ph., 50 cycles input current, two, for continuous duty up to 750 amps. Loan no. 157. U.S. source. Bid deadline June 17. M/s. Jessop & Co., Ltd., 63, Netaji Subhas Rd., Calcutta 1. Ref. no. 4(305)/62-AID-II. IL#978901/DLF-157/62/HQ/CG.1.

■ Ratchets, speeder, extensions, universal joints; torquemeters, rim wrenches, long list, 101 items. Quotation required f.a.s. Loan no. 157. U.S. source. Bid deadline June 15. Mahindra & Mahindra, Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: JEEPS, Bombay. Ref. no. 41(291)/61-AID-II. IL No. 991366/DLF-157/61/HQ/C.G.I.★

**IRAN**—Machinery for the manufacture of razor blades; minimum proposed production 100,000 blades daily. Mr. Taqi Tavakoli, Tavakoli Safety Match Factory, (manufacturer, wholesaler, retailer, importer), 4th Dist., Tabriz. WTD 3/6/63.

**JAPAN**—Wire cloth, ½"x2" mesh; manufacturing machines and wire forming machines. Tatsuta Industrial Co., Ltd., (importer, exporter, manufacturer's agent), 2 Unagidani Nakano-cho, Minami Ku, Osaka.

**NETHERLANDS**—All types of metalworking machinery, tools. Technische Handel Evolent, (importing distributor) 12-14 Keizersgracht, Amsterdam.

**PAKISTAN**—Small workshop machines such as drilling, milling grinding, boring, metal forming, forging, thread forming, cutting, woodworking; machine belts, belting; machine tools, accessories; portable; pneumatic; small tools, for use in machine tools; milling cutters; die head; arbors, collets, tube expanders; taps, dies; tip tools, tool bits; files hacksaw frame, blades. Direct purchase and agency. Dawn Mill Store, (importing distributor, commission merchant) Adda Gondlanwala Rd., Gujranwala. WTD 5/8/63.

Welding plants. Direct purchase and agency. Dawn Mill Store, (importing distributor, commission merchant), Adda Gondlanwala Rd., Gujranwala. WTD 5/8/63.

**VIETNAM**—Lathes and crank shaft grinding machines for rough work. J. Kimatrai & Co., (importer, distributor), 22-24 Phan Boi Chau, Saigon.

## 355 Special Industry Machinery

**BRAZI**—Chain saws, six ft. length, Celulose Cambara S/A, (manufacturer), 40 Travessa F. de Leonardo Truda, Edificio Formac - 10° andar, Porto Alegre, RGS.

Used machinery for manufacture of machined wood screws, standard type. Industrias Albatroz, Ltda., (manufacturer), Avenida Senador Queiroz 312, Caixa Postal 1853, Sao Paulo.

Small linotype machine. Portuguese alphabet. Uniao Agricola Instrutiva, (farming cooperative), Rua Augusto Stellfeld 799. Curitiba.

**ENGLAND**—Tanning industries; requests replies from manufacturers only. Direct purchase and agency for shipment to India and agency. Wyer & Hawke, (manufacturer, exporter, importer, wholesaler, sales agent), 4 Crosby Sq., London. EC.3. WTD 5/15/63.

**GERMANY**—Machinery for paper industry, paper processing industry, printing industry. Direct purchase and agency. Dr. Walter Geisler, (importer, commission agent, selling agent), 3 Inselstrasse, Aschaffenburg am Main. WTD 4/24/63.

■ **GREECE**—Machineries, 13 items, such as stiffness testing instruments; air resistance tester; smoothness tester for paper plastics; standard machine for color fastness; thermostatic humidity oven; recording thermometer and complete electric dynamometer. PA#240-700-898-321-2202. Limited worldwide (898). Bid deadline June 21. Ministry of Trade, Direction General of Procurements, Direction C, State Purchases, Section D, Athens. Ref. no. 205. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., N.W., Washington 8, D.C. If selected offer is from the U.S., purchase will be financed by AID under the PA cited or with free dollars.

**GUATEMALA**—New or rebuilt knitting equipment for the manufacture of sweaters and similar articles from polyester fiber yarns; approximate production capacity from five to 10 dozen units daily; requests correspondence in Spanish. Bernardo Feterman, Creaciones Feter's (manufacturer), 18 Calle 13-16, Zona 1, Apartado Postal 1143, Guatemala City.

■ **INDIA**—Heavy duty floor type wet honing machine; automatic surface grinder; standard equipment; additional spares. Cif Bombay. Loan no. 217. U.S. source. Bid deadline June 20. Central Automobiles (Pvt.), Ltd., Laxmi Bhuvan, 466 Sandhurst Rd., Bombay. Ref. no. 63(12)/62-AID(1). IL/EI/GL/MTC/15/DLF/362.

■ Complete acetylene generation and compression plant sight feed generator sets, with all control equipments, pipes and ancillaries complete oxygen plant, to produce 100% liquid, capacity 45 million cu. ft. per annum, 24 hr. basis. Loan no. 157. U.S. source. Bid deadline June 20. M/s. Birla Jute Manufacturing Co., Ltd., (Calcium carbide dept.), 15, India Exchange Pl., Calcutta 1. Ref. #4(351)/63-AID-II. IL #978661/DLF-157/62/HQ/CG. III.★

■ Vertical honing machine with all attachments, accessories, stones, tropically insulated electric motors and controls suitable for operations on 440 v., three-phase, 50 cycles. AC supply system and spares thereof. F.a.s. port of exit. Loan no. 157. U.S. source. Bid deadline June 25. Mahindra & Mahindra, Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: JEEPS Bombay. Ref. no. 41 (291)/63-AID-II. 991366/DLF-157/61/HQ/CG.I.

■ Tapeless veneer splicers for splicing veneers, equipped with glue application device, electric heating arrangement, variable speed drive necessary, complete with electric motors suitable to work on 400/3/5/ac tropical insulation, throat 40" or 48". Loan no. 217. U.S. source. Bid deadline June 17. M/s. Adamans Timber Industries, Ltd., 26, Chittatanjan Ave., Cal-12. 63(217)/62-AID(1). IL#AU/GL/MTC/108/DLF-217/962.

■ Furnaces, including blowers with oil burners; drawing machinery; oil fire system with spares and accessories gas sealing machines; instruments for automatic control; low humidifying providing plant. Loan no. 157. U.S. source. Bid deadline June 20. M/s. Shree Vallabh Glass Works, Ltd., 2, Swadhin Sadan, "C" Rd., Bombay 1. Cable: YASHVADHO, Bombay. Ref. no. 41 (473)/61-AID-II. IL#990698/DLF-157/HQ/61/CCI/CG.III.★

**IRAN**—Automatic record press and cutting equipment to manufacture phonograph records; planned production 1,000 records a day. Mr. Bashir Bandvar, Nava Record Store, (importer, retailer, wholesaler), Phalavi Ave., Tabriz. WTD 6/14/62.

Automatic machinery for the manufacture of wooden or paper safety matches, or both; present production 550,000 boxes per day. Tavakoli Safety Match Factory, (manufacturer, wholesaler, retailer, importer), 4th Dist., Tabriz. WTD 3/6/63.

**ITALY**—Machines for the knitting industry, only new novelty types desired. Maglificio Caravel S.p.A., (manufacturer), Zola Predosa, Bologna.

Machinery used in purifying siliceous sand for use in making white glass; the purification process should be adequate to reduce a maximum iron oxide content in the sand of 0.028-0.025 to an acceptable level of 0.011-0.012; requests replies from manufacturers only. Dr. Enrico Porru, Secretary General, (ASSOVETRO), Associazione Nazionale degli Industriali del Vetro, (association of glass manufacturers), Via Leonida Bissolati 76, Rome.

**JAPAN**—Machinery to manufacture polystyrene paper cups for hot liquids, to be used in automatic vending machines; requests replies from manufacturers only. Send inquiries to Box T-34, Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675).

● **KOREA**—Cigarette-making machine, capacity 1300 per min., leaf tobacco humidifying and conditioning machine, stem flattening machine, offset printing press and single colour printing letter press. Tender KFX 3046-S, bid deadline June 26. Office of Supply, Government of the Republic of Korea, Seoul, Korea.★ (Telephone: WO 7-5589).

**MALAYA**—Light industries machinery: wood-working machinery, plastic stamping and extruding machinery, sausage making machinery. Haikew Overseas Trading Co., (importer, wholesaler), Lee Rubber Bldg., Jalan Bandar, Kuala Lumpur. WTD 4/30/63.

**NETHERLANDS**—Packaging machinery for the foods industry. Technisch Bureau Verhagen, (importer), 39 Wilhelminastraat, Haarlem.

Automatic poultry dressing equipment, egg handling equipment, poultry feed trays, and equipment. Direct purchase and agency. E. A. Lokhorst N.V., (importer, wholesaler), 27 Leinweberstraat (P.O. box 61), Veenendaal. WTD 1/30/63.

Tools, parts and appliances used in machinery for various industries such as metalworking, woodworking, plastics, textile, paper and food; cash basis only. Direct purchase and agency. Ingenieursbureau Gemen, (consulting engineer), 7 Parallelweg, Boxtel, P.O. box 34.

Machines for the corrugated cardboard industry. Direct purchase and agency. NAP N.V., (sales agent), 53 Damrak, Amsterdam. WTD 6/20/61.

Newly-developed machinery for processing slaughterhouse residues; boilers with heated stirring elements. Firma van der Welle & Van Ophem, (importing distributor, Industrieterrein, Koihorn.

**PHILIPPINES**—Veneer machinery and parts. Misamis Lumber Corp., (producer), 604 Don Santiago Bldg., Taft Ave., or Box 1143, Manila.

**SUDAN**—Machinery for the production of book matches from paperboard. The Nile Match Works, Ltd., (manufacturer), P.O. box 129, Khartoum.

**TAIWAN**—Equipment for roller cutting and printing cellophane tape; smallest capacity. Mr. Andrew Wee, President, United Products Corp., (manufacturer, retailer), P.O. box 330 or 8, Section 1, Nanking E. Rd., Taipei. WTD 6/23/61.

## 356 General Industrial Machinery

● **COSTA RICA**—Pumps, 20, centrifugal, self priming, to class 20M agca, mounted on steel wheels, 10 hp. motor, 220 v. 60 cycle, tender no. 891, bid deadline June 20. Sump pumps, 18, to operate on compressed air at five to seven k. per sq. cm., discharge head 20 to 60 m. with a capacity of 900 and 60 l. per min., respectively, tender no. 892, bid deadline June 27. Instituto Costarricense de Electricidad, Seccion de Proveeduria, San Jose. Specifications in Spanish.★ (Telephone: WO 7-5589).

■ **INDIA**—Vertical single stage, single cylinder, double acting, water cooled type, electric driven air compressors, capable of delivering not less than 300 cu.ft. of free air per minute when discharging against a pressure of 100 psig. To be identical in design and fitted with accessories. Loan no. 217. U.S. source. Bid deadline June 25. The Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi 1. Cable: DEVSUP, New Delhi. Project/3079-P/Talchar/Compressor/V. Reference no. D/ENQ/683. Tender papers including specifications are available for sale from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., at $7.35 each.

**ISRAEL**—Process equipment, special fittings, valves, centrifuges. Exclusive agency. Aravah A.T.I., Ltd., (manufacturer's representative), 40 Nachmani St., P.O. box 14051, Tel Aviv. WTD 9/6/62.

**ITALY**—Low pressure paint sprayers. S.I.R.E.C. Societa' Italiana Rappresentanze Estere Commerciali, (importer), Via Cosimo del Fante 6, Milano.

**MALAYA**—Small, compact, electrically operated water pump; 50-cycle, ½ h.p., 220-240 v. motor. G.P.H. 600/200. Approximate size and dimensions: Weight 10¾ lbs.; length 12 in.; diameter five in.; Broadway & Co., (importer, wholesaler), 350 Chulia St., Penang. WTD 4/30/63.

**NETHERLANDS**—Industrial greasing equipment, high pressure hose, couplings, Ambi N.V., (importing distributor), 12 Mauritskade, Amsterdam. WTD 11/7/62.

Hydraulic valves, pneumatic transmissions, pneumatic hand tools. Exclusive distributorship. Technisch Handelsbureau Ventiel, (importer, wholesaler), 232 Voorthuizenstraat, The Hague. WTD 6/13/62.

Industrial high pressure hose, fuel pumps for diesel engines. Direct purchase and agency. Handelsonderneming Onga C.V., (importer, sales agent), 1097 Prinsengracht, Amsterdam.

Filter-reducer-oil atomizer units for use on compressors. Request brochure. N.V. Ubel, (importer), 134 Prins Hendrikkade, Amsterdam.

**PHILIPPINES**—Bearings, ball, roller, pillow block. Welison Ty & Co., (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

Insecticide knapsack sprayer, 3-4 gal capacity), direct purchase and agency. Aboitiz Marketing Corp., (importer, wholesaler, retailer), 246-250 Legaspi St., Cebu City. WTD 10/25/62.

● **TURKEY**—Four (4) 220 v. dc electrically-driven marine type air compressors, capacity 10 cm. per hour at 30 kg. per sq. cm. pressure and four (4) diesel-driven marine type air compressors, capacity ten cm. at 30 kg. per sq. cm. pressure. Also two starting bottles. Tender no. 3001-265, bid deadline June 18. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: WO 7-5589).

**VIETNAM**—Ball and roller bearings. Direct purchase and agency. Societe Indo-Comptoirs, (importer, distributor), 130-136 Dai Lo Tran Hung Dao, Saigon. WTD 6/20/61.

Small electric or motor driven pumps for cooling fluids in metal machining operations. J. Kimatrai & Co., (importer, distributor), 22-24 Phan Boi Chau, Saigon.

## 357 Office, Computing, Accounting Machines

**ENGLAND**—Office equipment. Direct purchase and agency. Badenia Calculators, Ltd., (importer, wholesaler, sales agent), 77 New Bond St., London. W.1. WTD 5/15/63.

**MALAYA**—Check writing machine in 1) Malayan dollars, and 2) multiple currency; postal franking machine, hand and electrically operated, value in Malayan dollars and cents with capacities: 1) one cent to M$99.99, 2) one cent to M$9.99, and 3) eight value machine, i.e., four cents up to 25 cents. Guthrie & Co., Ltd., (export, import), 4 Mountbatten Rd., P.O. box 198, Kuala Lumpur. WTD 10/23/61.

**SPAIN**—Typewriters and calculating machines; correspondence preferred in Spanish. Direct purchase and agency. Molina S.L., (importer, retailer, wholesaler), Jose Antonio 21, Ceuta.

**TRUCIAL STATES**—Office equipment: typewriters, adding machines, calculators. Direct purchase and agency. Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 358 Service Industry Machines

**AUSTRALIA**—Complete sewerage treatment plants; plants should be complete unit designed for small suburb. W.G. Utting & Co., Pty., Ltd., (engineering group), 2 Dorsey St., Milton, Brisbane, Queensland. WTD 5/14/63.

**GERMANY** — Humidifiers, small type transistorized refrigerators used inter alia for camping purposes; types of battery operated equipment; Commercial and industrial equipment for cleaning, refrigerating, air conditioning. Direct purchase and agency. Emerson Vertriebsgesellschaft mbH, (importer, sales agent), 9 Gotheplatiz, Frankfurt/Main. WTD 2/28/62.

Commercial laundry, dry-cleaning machines, including pressing, ironing equipment, centrifugal dryers, conveyor belts. Exclusive distributorship for direct purchase or on commission basis for West Germany and other West European countries. Anker K.G. (importer, wholesaler, sales agent) 76/77 Am Dobben, Bremen.

**GREECE**—Refrigeration equipment; condensing units, forced draft cooling coils of ½, ⅓, 1, 1½, 2 and 3 hp.; motors, ac, 220 v. 50 cycles, single phase. Manos Poliudakis, (importing distributor, sales agent), 8 Zalongou St., Athens. WTD 5/22/62.

■ **INDIA**—Refrigerator compressors; pressurestats; thermostats; solenoid valves; liquid line strainer/dryer; expansion valves; sight glass; refrigerant copper tubing; hot stamped refrigerant fittings, valves. Loan no. 217. U.S. source. Bid deadline June 20. Larson & Toubro, Ltd., I.C. House, Dougall Rd., P.B. no. 278, Ballard Estate, Bombay 1. Ref. no. 65(142)/62-AID(1). IL#A-593378/61/AU-DW/CCI/HQ/RM.★

● **IRAQ**—Laundry plant consisting of a washing machine, extractor, drier, and steam press. Tender no. 15/63, bid deadline July 7. Terms and specifications available from Central Foreign Purchasing Bd., Ministry of Finance, Baghdad, against payment of one Iraq dollar ($2.80) per copy, plus $0.70 to cover airmailing charges.★ (Telephone: WOrth 7-2312).

**ISRAEL**—Air pollution control equipment; requests catalogs, prices. Avga, Ltd., (importer, wholesaler, agent, manufacturer), 45 Eilat St., P.O. box 2320, Tel Aviv WTD 5/6/63.

**JAPAN**—Poultry freezing equipment for sale to food packing company. Liebermann Waelchli & Co., S.A., (trading company) no. 2-1 Nogono-cho, Nishi-ku, Nagoya. WTD 5/28/62.

**LUXEMBOURG**—Kitchen equipment for commercial use. Mr. Emile Weiler, (importer), 105, Grand-rue, Luxembourg.

**MALAYA**—Vending machines for beverages and packaged goods. Haikew Overseas Trading Co., (importer, wholesaler), Lee Rubber Bldg., Jalan Bandar, Kuala Lumpur. WTD 4/30/63.

**MOROCCO**—Air conditioners, both room units and central installations. Direct purchase and agency. Candeas & Co., (importer, wholesaler), 52 City Mill Lane, P.O. box 215, Gibraltar. WTD 8/22/61.

**NETHERLANDS** — Refrigeration units and components such as those used in post-mix beverage vending machines; requests replies from manufacturers only. Direct purchase and agency. N.V. Elastoforce, (sales agent), 38 Beethovenlaan, Heemstede.

Refrigeration installations for rail or road trucks; must be propane gas. Meprogas N.V., (importer), 34 Coehoornsingel, Zutphen.

**SOUTH AFRICA**—Heavy-duty soda fountain counter mixers with stainless steel mixing cups; electric motors to be wired for 220/240 v., single phase 50 cycles ac.; requests replies from manufacturers only. Provision Trades Suppliers, (Pty), Ltd., (importing distributor), 349 Albert Rd. or P.O. box 1651, Cape Town.

**TUNISIA**—Air-conditioning units, 150: 50 cycle, ac, 110-115 v. and 220-230 v.; requests guarantee conditions, price list of spare parts, and delivery time. Societe Tunisienne Philips, (importer, wholesaler), 32bis, Rue Lavigerie, Tunis. WTD 4/30/63.

## 360 Electrical Machinery

**NETHERLANDS**—Electronics and/or electric products such as household appliances and other products in the electronic and electric field; sales territory: E.E.C. countries. Requests replies from manufacturers only. Handelscompagnie N.V., (importer, wholesaler, exporter, manufacturer), 1 Waalhaven O.Z., or P.O. box 5050, Rotterdam 22. WTD 5/15/63.

All types of electronic measuring equipment. Venner N.V., (wholesaler), 3 Helmstraat, The Hague.

Automotive test equipment and LPG equipment, accessories. Handelmaatschappij Baay N.V. (importer, wholesaler, retailer), 17 Foreestlaan, Alphen aan de Rijn.

**SPAIN**—Electrical supplies for both high and low tension including wire and cable; correspondence preferred in Spanish. Direct purchase and agency. Molina, S.L., (importer, retailer, wholesaler), Jose Antonio, 21, Ceuta.

## 361 Electric Transmission, Distribution Equipment

● **EL SALVADOR**—Supply of electrical equipment: interrupters, insulators, lighting arresters, 22,000 kva transformer, insulated cable, 120 v. dc. batteries and chargers, control panel. Tender no. 166, bid deadline July 15. Lempa Hydroelectric Commission, (Comision Ejecutiva Hidroelectrica del Rio Lempa-CEL), San Salvador.

● **GREECE**—Supply of lighting posts, water proof fixtures, mercury vapor lamps, ballasts, capacitors, safety boxes. Estimated value of contract $145,000. Bid deadline July 4. Piraeus Port Authority (OLP), Piraeus.★ (Telephone: WOrth 7-4242).

■ **INDIA**—Isolated phase bus ducts, 14.4 kv., three-phase, 50 cycles, 3500 amp., four nos., complete with surge protection potential transformers and neutral grounding equipment, with spare parts and special tools. Loan no. 217. U.S. source. Bid deadline June 28. The Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi 1. Cable: DEVSUP, New Delhi. Project/3080-P/Talchar/V. Ref. no. D/ENQ/684. Tender papers including specifications are available for sale from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., at $7.35 each.

**IRAN**—Transformers 220v.; 50 cycles. Direct purchase and exclusive agency. Mohsen Nourani, (proprietorship), Seraye Hadjbedolleh, Bazaar, Tehran. WTD 4/-13/63.

**NETHERLANDS**—Electro-technical switch and installation materials. Direct purchase and agency. Jacs. Koopman, (sales agent), 87 Kamerlingh Onnesweg, Bussum.

**PAKISTAN**—Electric transmission line material. International Traders, (Lahore), Ltd., (manufacturer's agent), 65, The Mall, P.O. box 263, Lahore. WTD 5/15/63.

**VIETNAM**—Electric transformers. Direct purchase and agency. Ste. Indo-Comptoirs, (importer, distributor), 130-136 Dai lo Tran Hung Dao, Saigon. WTD 6/20/61.

## 362 Electric Industrial Apparatus

■ **INDIA**—Heavy duty hermetic compressor analyzer and electric tester. Multistation model electronic five position high vacuum gauge, tubes; capacitor test cord; portable measuring tube; airserco combo station; hermetic compressor; potential cutting wheels, thermometer. Loan no. 157. U.S. source. Bid deadline June 22. Electronics, Ltd., Connaught Pl., New Delhi 1. Ref. no. 4(358)/62-AID-II. IL#978701/DLF-157/62/MQ-CCI.★

**NETHERLANDS**—Special equipment for industrial automation of simple mechanical or electromechanical design. Direct purchase and agency. Handels en Adviesbureau Ten Heuvel, (sales agent), Amalia van Solmslaan 67, Zeist. WTD 8/29/62.

Arc welding generators, 180 amp. and up; requests literature and fob vessel New York quotations. Veta Electro Las N.V., (importing distributor), 20-21 Prins Hendrikade, Amsterdam.

Electronic testing equipment for the metal industry. Exclusive distributorship. N.V. Handelmaatschappij D.M. de Ploeg, (importer, wholesaler), 246 Columbusstraat, The Hague.

**PAKISTAN**—Welding plants. Direct purchase and agency. Dawn Mill Store, (importing distributor, commission merchant), Adda Gondlanwala Rd., Gujranwala. WTD 5/8/63.

**VIETNAM**—Small electric motors, ¼ to five hp. Direct purchase and agency. L'Union Commerciale Indochinoise & Africaine, (importer, distributor), 35 dai lo Le Loi, Saigon.

## 363 Household Appliances

**BARBADOS**—Household glassware, glass lamp chimneys. Requests replies from manufacturers only. General Agency Co., (Barbados), Ltd., (commission agency), 14 High St., Bridgetown. WTD 3/20/63.

**GERMANY**—Noiseless machines for absorbing dirty water used in cleaning floors. N.W.G. Niederrheinische Werks- u. Gebaeudereinigungs GmbH., (cleaning establishment, wholesaler), 24 Vom Rath Strasse, 41 Duisburg. WTD 10/18/62.

Electrical household equipment. Direct purchase and agency. Emerson Vertriebsgesellschaft mbH, (importer sales agent), 9 Goetheplatz, Frankfurt/Main. WTD 2/28/62.

**IRAN**—Hand driven sewing machines; direct purchase and exclusive agency. Mohsen Nourani, (proprietorship), Seraye Hadjbedolleh, Bazaar, Tehran. WTD 4/13/63.

**ISRAEL**—All kinds of electrical household appliances. Direct purchase and agency. Joseph Twena, (importer, retailer, wholesaler, agent), 56 Jaffa Rd., P.O. box 1129, Jerusalem. WTD 7/20/62.

**ITALY** — Household appliances, including refrigerators, vacuum cleaners, washing machines. Spampinato Fortunata, (wholesaler, retailer, manufacturer's agent), Via Ventimiglia 253-255, Catania.

**NETHERLANDS**—Electric hair cutters, newly developed electric razors. A. Luxembourg, (wholesaler), 2 Picardie, Venlo.

L. P. G. burners, containers, pumps, other accessories. Fa. D. Louwerse, (commission merchant), 1 Abtspoelweg, Oegstgeest.

Electric household appliances. Direct purchase and agency. Antiference Belgique S.A., (sales agent), 186a Sloterweg, Badhoevedorp.

Dishwashers, refrigerators, mixers, blenders, juicers. Direct purchase and agency. Importmaatschappij Vitex, (sales agent), Kastanjelaan 31, Bloemendaal.

Electrical household appliances. Direct purchase and agency. N.V. Internationale Handelmaatschappij Imeka, (importing distributor), 194 Keizersgracht, Amsterdam.

Non-electrical household appliances. Widemex Handelsonderneming, (importing distributor), 400 Singel, Amsterdam.

Vertically rotating washing machines, washing machines in parts for assembly. Fa.L. van der Giessen, (manufacturer, wholesaler), 97 Rotterdamseweg, Zwijndrecht.

Feet for table and floor lamps. Direct purchase and exclusive agency. Fa.J. Stouthart, (manufacturer, importer, exporter), 44 Corn. Ketelstraat, Gouda.

All types of electric and mechanical household appliances. Direct purchase and agency. Jacs. Koopman, (sales agent), 87 Kamerlingh Onnesweg, Bussum.

Electric household appliances. Firma Germex, (importing distributor), 1 Strauslaan, Baarn.

**SPAIN**—Electrical household appliances: butane gas stoves, ranges, heaters; correspondence preferred in Spanish. Direct purchase and agency. Molina, S.L., (importer, wholesaler, retailer), Jose Antonio, 21, Ceuta.

**TRUCIAL STATES**—Electrical household appliances, refrigerators, fans, air-conditioners, washing machines, mixers, stoves, vacuum cleaners. Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 364 Electric Lighting, Wiring Equipment

**BARBADOS**—Brass wick lamp burners. Requests replies from manufacturers only. General Agency Co., (Barbados), Ltd., (commission agency), 14 High St., Bridgetown. WTD 3/20/63.

**MALAYA**—Electrical accessories: plugs, adaptors, connectors, lamp sockets, switches. Haikew Overseas Trading Co., (importer, wholesaler), Lee Rubber Bldg., Jalan Bandar, Kuala Lumpur. WTD 4/30/63.

**NETHERLANDS**—Electrical plugs, light sockets, American specifications; small electric wire switches. Firma Rozetta, (manufacturer, importer), 90 Linnaeushof, Amsterdam.

Choke coils, for fluorescent lamps, glow start, 220v., 40w. and 20w., 50 cycles, minimum input 0.4 ampere; choke coils, 110/120v.; capacitors, 380v., 3.75 mfd, plus or minus 4%, 50 cycles, round model, ac; capacitors, 240v. for use in 40 and 80w. fluorescent lamps; requests quotations c&f Amsterdam/Rotterdam. Meijers International, (importing distributor), 41 Zeemanlaan, Badhoevedorp.

All types of contemportary and old-fashioned table lamps, with silk shade; standing lamps, wall lamps, chandeliers; all for light commercial and residential use. Carteof, (importing distributor, retailer), 34-36 Heiligeweg, Amsterdam.

Lighting fixtures; requests replies from manufacturers only. Direct purchase and agency. Metaalwarenfabriek van Geel N.V., (manufacturer, wholesaler), Industrieterrein, Boxtel.

**PHILIPPINES**—Electrical supplies, wires, switches. Welison Ty & Co., (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

Lighting fixtures. Conrado Oresa Ilogan, (building contractor), 7 Marikit St., West Triangle Homes, Quezon City.

**SPAIN**—Light fixtures; correspondence preferred in Spanish. Direct purchase and agency. Molina, S.L., (importer, wholesaler, retailer), Jose Antonio, 21, Ceuta.

**TRUCIAL STATES**—Light fixtures, electrical accessories. Bhatia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

## 365 Radio, Television Receiving Sets

**GERMANY**—Recording tapes, both blank and recorded types, of normal quality on a polyester basis; requests replies from manufacturers only. Direct purchase and agency. Ingenieurbuero Fuer Elektronik Hansgeorg Schukat, (importer, wholesaler, sales agent), 27 Krischerstrasse, 4019 Monheim/Rhld. WTD 5/2/63.

**NETHERLANDS**—Portable television sets. B.J.M. Terstegge, (manufacturer's agent), 22 Weissenbruchstraat, The Hague. WTD 4/4/63.

## 366 Communication Equipment

**CAMBODIA** — Radios, communications equipment, other electrical apparatus. Ets. Angkor & Cie, (importer, wholesaler), 109 Vithei Chey Chetha, Phnom Penh. WTD 4/12/63.

• **ETHIOPIA**—Supply of 12 channel carrier telephone and telegraph equipment. Tender no. 120/63, bid deadline June 29. Imperial Board of Telecommunications, P.O. box 1047, Addis Ababa.★ (Telephone: WOrth 7-4823).

**IRAN**—Recording equipment to manufacture phonograph records. Mr. Bashir Bandvar, Nava Record Store, (importer, retailer, wholesaler), Pahlavi Ave., Tabriz. WTD 6/14/62.

**NETHERLANDS** — Small electric household appliances. Direct purchase and agency. N.V. Handelsondernemig Realo, (wholesaler, sales agent), 1 Wilhelminastraat, Haarlem.

**NORWAY**—Detectors, ultrasonic for flaw detection and thickness measurements. Axo Kjemiske Fabrikk, (importing wholesaler, manufacturers' agent), 14 Gladengveien, Oslo. WDT 1/22/63.

## 367 Electronic Components

**NETHERLANDS**—Television, radio parts. Direct purchase and agency. Antiference Belgique S.A. (sales agent), 186a Sloterweg, Badhoevedorp.

All types of small electrical and electronic components; requests replies from manufacturers only. Direct purchase and agency. NAP N.V., (sales agent), 53 Damrak, Amsterdam. WTD 6/20/61.

**VENEZUELA**—Condensers, resistors, tubes and related spare parts, for radio, television, tape recorders for 110-V. 60-cycle current. Request replies in Spanish. Servicios Mattheeuw, (importing distributor), Calle 97, (antes Bolivar), no. 7-30, Maracaibo.

## 369 Electrical Machinery

**NETHERLANDS**—Electro-technical insulating materials. Direct purchase and agency. Technisch Verkoopkantoor W. Slinger & ZN, (sales agent), 134 Gildstraat, Utrecht.

## 370 Transportation Equipment

**NETHERLANDS**—Telescopic steel landing-gears for semi-trailers; hydraulic stabilizers, preventing jack-knifing of semi-trailers; truck mounted hydraulic cranes. Direct purchase and agency. Theso N.V., (importing, manufacturer), 114 Nieuwstad, Weesp.

## 371 Motor Vehicles, Maintenance Equipment

**COSTA RICA**—Two used semi-trailers and trucks, (covered trailers), and one truck with flat-bed semi-trailer. Rosago, Ltda., (manufacturer), Apartado 1911, San Jose. WTD 4/14/61.

■ Willys jeep, or similar, motor vehicles, two each, model C-J-5, four-wheel drive, equipped with air filter, oil filter, right front passenger seat, full rear seat, canvas top and six-ply tires; model 6230, one-ton pick-up, four-wheel drive, same equipment, one each; model 6230, one-ton pick-up with stake bed, four-wheel drive, same equipment, one each. C&f San Jose. PA#515-A-11-AA-O-30155. Limited worldwide (901) and Costa Rica (515). Bid deadline June 20. USAID Mission to Costa Rica, c/o American Embassy, San Jose.

• **GREECE**—Ambulances, 38 fully equipped. Tender no. 43937, bid deadline July 2. Supply Dept. of the Greek Government Social Insurance Head Office, 8 Agiou Konstantinou St., Athens.★ (Telephone: WO 7-3294).

■ **INDIA**—Garage tools and equipment for servicing Chrysler group vehicles, shafts, bearings, 170 quantity. Loan no. 217. Bid deadline June 22. The Premier Automobiles, Ltd., Agra Rd., Kurla, Bombay 70 (AS). Ref. no. 53(118)/62/AU-DW/CCI/H.Q./R.M.★

**MALAYA** — Automobile air-conditioners, large, medium, small sizes; details of temperatures and insulation with instructions required. Requests replies from manufacturers only. Guan Kongsi (importer, exporter), 238-240 Beach St., Penang. WTD 5/16/63.

**NETHERLANDS**—Automotive parts and accessories. Direct purchase and agency. N.V. Internationale Handelmaatschappij Imeka, (importing distributor), Keizersgracht 194, Amsterdam-C.

Automotive accessories. Direct purchase and agency. Mr. J. S. Sietsema Klooster, (sales agent), 42 Remmingaweg, Haren, Groningen.

All kinds of automotive parts and accessories. Exclusive distributorship. Technische Handelsonderneming Pauwels, (importer, wholesaler), 19 Delftsestraat, Rotterdam.

Automotive parts, accessories, tools. Exclusive distributorship. Est. d'Uston & Allard, (manufacturer, wholesaler), 40 b Laan van Meerdervoort, The Hague.

Hydraulic automotive jacks, open-end wrenches and box wrenches, m/m size, screw drivers and hydraulic tools for use in automotive body repair shops. Technische Handelsonderneming Peter Kouwenberg, (importer, exporter, wholesaler), 102 Schadewijkstraat, Oss.

Automotive accessories, including seal beams, spark plugs, starting cables. Exclusive distributorship. Jobarco Handelmaatschappij N.V., (importer, exporter, wholesaler), 12a Park Vronesteyn, Voorburg.

All types of fancy automotive, (dashboard), accessories and trimmings; interested only in U.S.-made products. Firma Marion, (importer, exporter), 175 Apollolaan, Amsterdam.

Automotive spare parts, for European and American cars, and automotive servicing equipment. Superspark Import, (importing distributor), 9 Spuistraat, Amsterdam.

Rebuilders for automotive clutches. P.G. Kuhne & Zn. N.V., (importing distributor), 51-55 Gen. Vetterstraat, Amsterdam.

Filters and filter elements for automotive use. Direct purchase and agency.

l andelsonderneming Onga C.V., (importer, s dles agent), 1097 Prinsengracht, Amsterdam.

Garage equipment, tune-up equipment, impact tools, body and vendor tools and all other equipment and materials for use in garage. Ambi N.V., (importing distributor), 12 Mauritskade, Amsterdam. WTD 11/7/62.

Automotive accessories and parts, automotive tools and garage equipment. N.V. Technische Handelsonderneming "Hobee", (importing distributor), 50 Goedestraat, Utrecht.

Parts, accessories, instruments for passenger cars, trucks, buses. Direct purchase and agency. Boomsma's Handelmaatschappij N.V., (importer, exporter, wholesaler), 3 Barbiersweg, Laren (n.h.).

● **NEW ZEALAND**—Transporter and articulated 20-ton semi-trailer, one only. Tender SMQ-145, bid deadline June 26. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

**PHILIPPINES**—Truck and auto spare parts. Welison Ty & Co., (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

**TRUCIAL STATES**—Auto spare parts, accessories, chemicals and novelties, for standard American vehicles, 1961-63 models. Bahtia Bros., (importer, retailer, wholesaler), P.O. box 275, Dubai. WTD 4/7/63.

**VIETNAM**—Automotive vehicles and parts, trucks and parts. Direct purchase and exclusive agency. Ste. Indo-Comptoirs, (importer, distributor), 130-136 Dai lo Tran Hung Dao. Saigon. WTD 6/20/61.

## 373 Ship Building, Repairing

**ENGLAND**—Fittings used in new construction of ships, navigational equipment, fitting out equipment, (galley cabins), Direct purchase and agency. R. C. Shepherd, (importer, sales agent), 55 Moss Lane, Pinner., Middlesex. WTD 4/4/63.

**NETHERLANDS**—Accessories, trimmings, engines, instruments for motorboats and yachts. Direct purchase and agency. Boomsma's Handelmaaschappij N.V., (importer, exporter, wholesaler), 3 Barbierweg, Laren, (N.H.).

## 374 Railroad Equipment

**ENGLAND**—Light railway locomotives; requests replies from manufacturers only. Direct purchase and agency for shipment to India and agency. Wyer & Hawke, (manufacturer, exporter, importer, wholesaler, sales agent), 4 Crosby Sq., London. EC3. WTD 5/15/63.

## 375 Motorcycles, Bicycles, Parts

**NIGERIA**—Bicycle and motorcycle parts. S.E. Ufele & Sons, (dealer), 78 Azikiwe Rd., P.O. box 362, Aba. WTD 5/13/63.

## 380 Professional, Scientific, Controlling Instruments

**NETHERLANDS** — Test equipment for watches. Exclusive direct purchase. Handels en Industriele Onderneming Justin Heygele-Stella N.V., (manufacturer, wholesaler), Fort Willemweg 15, Maastricht.

Electronic, electric and pneumatic measuring, regulating, control apparatus; offers services of sales department and engineering division. Exclusive distributorship. Meet-En Regeltechniek N.V., (importing distributor), 116 Spaarndamsweg, Haarlem.

## 381 Engineering, Laboratory, Scientific, Research Instruments

● **INDIA**—Jaw crushers, 11, ph m., 11, conductivity bridge assemblies, 11, electric calculating machines, three. Tender enquiry no. SE-535/REIN/1, bid deadline July 10. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8 D.C.

● **IRAQ**—Various laboratory instruments and equipment including, but not limited to the following: torsion balances, pyrometers, universal testing machine, ovens, universal centrifuge, bunsen burners, laboratory glassware, thermometers. Tender nos. prod./3/51/1963 and prod./2/5/1963, bid deadlines June 23. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 7-2312).

**ISRAEL**—Microscopes and stereoscopes for laboratory and research purposes. Exclusive agency for Israel. Unatex Import Export, (importer, wholesaler), 29 Lilienblum St., P.O. box 2467, Tel Aviv.

**NETHERLANDS**—Glass laboratory apparatus. Exclusive distributorship. Firma Euroglas, (manufacturer), 341 Buitenwatersloot, Delft.

Unusual mechanical engineering equipment and parts. N.V. Overtoom, (Verkoopassociatie van 17 Metaalindustrieen), (importing distributor), 49 Tolhuislaan, Den Dolder, Zeist.

## 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**MOROCCO**—Tester thermometer for accuracy verification and calibrating of temperature indicators of airplane cylinders, carburetors, and air of airplane motors. Societe Commerciale des etablissements Heyder-Bruckner, (importer, distributor), 100, rue Dumont d'Urville, Casablanca.

**NETHERLANDS**—Automotive brake control instrumentation. Handelsondernemning Firma De Winter & Co., (importing distributor), 6 Lijsterstraat, Enschede.

New Development in the field of measuring and control apparatus. Endress & Co., Holland N.V., (importing distributor), 60 Barchman Wuvtierslaan, Amersfoort.

Thermic control equipment such as thermostats, pressostats, time controllers; requests replies from manufacturers only. Direct purchase and agency. N.V. Elastoforce, (sales agent), 38 Beethovenlaan, Heemstede.

## 383 Optical Instruments, Lenses

● **INDIA**—Electronic microscope, one unit. Tender no. AEE/P/MIA/124, bid deadline July 10. Atomic Energy Establishment Trombay, Purchases Division, Government of India, Mothatta of India, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: WOrth 7-2312).

## 384 Surgical, Medical, Dental Instruments

**BARBADOS**—Hospital equipment of all types including wheelchairs, beds, sterilizing equipment, operating room equipment. Evelyn Roach & Co., Ltd., (importers, commission agents), Rickett St., Bridgetown.

**ITALY**—Industrial protective gloves, clothing, masks, goggles, dusters. Direct purchase and agency; requests price quotations c.i.f. Genoa, include 5% commission fee. Nuritex, (commission agent), Via Meravigli 16, Milan.

● **KOREA**—X-ray unit including 19 sets 60 ma mobile unit and 17 sets odelca 70 mm. photofluorographic unit; also 15 hollow chisel mortisers. Bid deadline June 24. Tender no. KFX-3047-S. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: WOrth 7-2939).

## 385 Ophthalmic Goods

**GERMANY**—Optical goods, consumer type only. Friedrich Wenz, Grossversandhaus, (wholesaler, retailer, mail-order house), 753 Pforzheim, (Baden), Schulberg 17. WTD 4/5/63.

## 386 Photographic Equipment

**ENGLAND**—Visual aid equipment including 16 mm. and eight mm. projectors, slide projectors and tape recorders. Direct purchase and agency. British Films, Ltd., (manufacturer, exporter, importer), Lindsay House, 171 Shaftesbury Ave., London. WC.2. WTD 5/14/63.

● **GREECE**—X-ray film, medical and dental. Tender no. 43936, bid deadline June 27. Institute of Social Insurance (I K A), 8 Aghiou Constantinou St., Athens.★ (Telephone: WOrth 7-2778).

**I S R A E L**—Cameras and photographic equipment and supplies. Direct purchase and agency. Joseph Twena, (importer, retailer, wholesaler, agent), 56 Jaffa Rd., P.O. box 1129, Jerusalem. WTD 7/20/62.

## 394 Toys, Amusement, Sporting Goods

**ISRAEL**—Toys. Joseph Twena, (importer, retailer, wholesaler, agent), 56 Jaffa Rd., P.O. box 1129, Jerusalem. WTD 7/20/62.

**ITALY**—Basketballs, volley balls, tennis shoes, tennis rackets, inflatable rubber mattresses. Direct purchase and agency. Pieraccioni Sport, (importer, wholesaler, retailer), 14 Via S. Egidio, Florence.

Toys of all kinds. Giovanni Horvat, (importer, wholesaler), Via del Giglio 24/R, Florence.

**MALAYA**—Fishing nets and floats. Haikew Overseas Trading Co., (importer, wholesaler), Lee Rubber Bldg., Jalan Bandar, Kuala Lumpur. WTD 4/30/63.

**NETHERLANDS**—Technical toys, such as trains, planes, radios, engines, boats. Direct purchase and agency. Firma Sweering, (sales agent), 53 Kloveniersburgwal, Amsterdam.

Camping and sporting goods. Direct purchase and agency. Antiference Belgique S.A., (sales agent), 186a Sloterweg, Badhoevedorp.

Sporting equipment. Requests replies from manufacturers only. N.V. Rucanor, (importer, wholesaler, exporter), 38 Vijverhofstraat, Rotterdam.

All types of mechanical and non-mechanical toys. Exclusive distributorship. Handelsonderneming Lenco, (toy importer), 19 Pastoor Pottersplein, Breda.

Toy diesel engines and electric motors. Model Engineering, (importing distributor), 45 Elzenlaan, Hilversum.

Jigsaw puzzles and toys. Fa. Steinmeier & Co., (manufacturer, wholesaler), 7 Gestelsestraat, Aalst, N.B.

**SOUTHERN RHODESIA**—Golf clubs. Direct purchase and agency. H.A. Sessel & Co., (Pvt.), Ltd., (importer, manufacturer's agent), P.O. box 340, Salisbury. WTD 5/15/63.

## 395 Pens, Pencils, Office, Artists' Materials

**INDONESIA**—Wide range of sundries such as automatic pens, pencils. P.T. Ichtiar Trading Co., Ltd., (import, export, wholesaler, retailer), Djl. Kalimasbaru no. 62/d, Surabaya. WTD 4/17/63.

**NETHERLANDS**—Office supplies, such as transparent adhesive tape, pen sharpeners, ball points, staples, drawing pencils;

excluding paper. Verhoeven N.V., (importing distributor), 29-31 Velperpoortlangstraat, Arnhem.

**PAKISTAN**—Drawing instruments. The National Fine Arts and Curios Trading Emporium, (importing distributor, commission merchant), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

**TOGO**—Pens, pencils in large quantities for government offices. Societe Togolaise d'Exportation d'Importation, (export, import, government purchasing agency), B.P. 1073, Lome. WTD 1/2/63.

### 396 Costume Jewelry, Costume Novelties, Buttons, Notions

**GERMANY**—Costume jewelry, especially cuff links; costume jewelry gold plated, vacuum plated and eloxadized. Direct purchase and agency for West Germany and ECC. Ziemer & Soehne, (manufacturer, exporter), 487 Hauptstrasse, Idar-Oberstein.

**INDONESIA**—Wide range of sundries such as buttons. P.T. Ichtiar Trading Co., Ltd., (import, export, wholesaler, retailer), Djl. Kalimasbaru no. 62/d, Surabaya. WTD 4/17/63.

**ISRAEL**—Costume jewelry. Josepr Twena, (importer, retailer, wholesaler, agent), 56 Jaffa Rd., P.O. box 1129, Jerusalem. WTD 7/20/62.

**NETHERLANDS**—Costume jewelry. Direct purchase and agency. S.J. Hiegentlich, (sales agent), 122 Singel, Amsterdam.

Novelty jewelry for men and women. Direct purchase and agency. Handelsonderneming Galkon, (sales agent), P.O. box 309, Enschede.

### 399 Manufacturing Industries

**ENGLAND**—Arts and crafts; novelties. Direct purchase and agency. Fawntern, Ltd., (exporter, importer), 443, Great West Rd., Hounslow, Middlesex. WTD 5/14/63.

**NORTHERN IRELAND**—Shopfitting and display items and school cloakroom fittings; gadgets and accessories for use in home decorating. Direct purchase and agency. Gordon Bennett & Co., (distributor), 91 Balfour Ave., Belfast, 7.

**NETHERLANDS**—Ball point pens to carry advertisements and other types of business gift items. Demonstratie Service, (importer), 82 Eerste Vooruitgangstraat, Haarlem.

All types of novelties for business gift items. Direct purchase and agency. Mrs. H. van Waasdijk nee Kuntze, (sales agent), 516 van Heuven Goedhartlaan, Amstelveen.

All types of small household articles, such as wooden fruit bowls, salad bowls. Direct purchase and agency. N.V. Handelsonderneming Realo, (wholesaler, sales agent), 1 Wilhelminastraat, Haarlem.

Novelties. Direct purchase and agency. Handelsonderneming Macro, (importer, retailer), 1 Ericaweg, Huizen.

All types of business gift items. N.V. Naamplatenindustrie Replato, (manufacturer, importer), 70 Bis Amersfoortsestraat, Soesterberg.

Display materials and decorations for store windows; all types of small business gift items, including ball point pens. Direct purchase and agency. Firma Jac. Kok, (sales agent), 404 Karel Doormanlaan, Hilversum.

Novelties in the field of smokers' requisites. Bicotex, (importing distributor), 528-530 Herengracht, Amsterdam.

Gift items. Exclusive distributorship. F.F. Ravelli, (importer, wholesaler), 35 Vrouwenpolderstraat, Sassenheim.

Travel accessories. Direct purchase and agency. Rob Greenen, (sales agency), 12 Alb. Thijmlaan, Heemstede.

Hobby equipment, do-it-yourself kits, woodworking, tools. B.J.M. Terstegge (manufacturers' agent), 22 Weissenbruchstraat, The Hague. WTD 4/4/63.

Gift novelties. Exclusive agency for Belgium, Netherlands, Luxembourg. Astra N.V., (manufacturer, wholesaler), 22 Adriaan Pauwstraat. The Hague.

**PAKISTAN**—Presentation articles and novelties. The National Fine Arts and Curios Trading Emporium, (importing distributor, commission merchant), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

**RHODESIA, NYASALAND**—Gas lighters. Direct purchase and agency. H.A. Sessel & Co., (Pvt.), Ltd., (importer, manufacturer's agent), P.O. box 340, Salisbury, Southern Rhodesia. WTD 5/15/63.

**SURINAM**—"Kruimels" (crums)-miscellaneous hardware and dry-goods items, such as toys, paper products, nails, roofing material (galvanized sheets). S.L. Mahadew Agencies, (importer, retailer, agent), Sophia's Lust 47, (3e Rijweg). WTD 10/18/62.

**SWITZERLAND**—Dressed furs such as minks, Alaskan seals, ocelots, chinchillas. Reptico S.A., (importer, exporter, wholesaler), Avenue du Mail 5, Geneva. WTD 5/8/63.

**VENEZUELA**—Novelties. Exclusivas Ben S.A., (importing distributor, sales agent), Dolores a Quinta Crespo 13, Edificio Ruben Gomez, Caracas. WTD 3/22/63.

**VIETNAM** — Novelties. Direct purchase and agency. Ste. Indo-Comptoirs, (importer, distributor), 130-136 Dai lo Tran Hung Dao, Saigon. WTD 6/20/61.

### 509 Wholesalers

**PHILIPPINES** — Used clothing: ladies' cotton, silk, & rayon suits, dresses, rummage; children's cotton clothing, rummage; men's cotton and cotton-synthetic mis-pants, polo shirts, windbreakers, fatigues; also blankets, curtains, household rummage. Pacific Merchantile Co., Inc., (importer), 416 Nueva, Manila.

**VENEZUELA**—All types of consumer surplus commodities such as textiles, electrical household appliances, ball points, novelties. Tienda y Muebleria El Chevere, (importer, wholesaler, retailer), Final Avenida Fco. de Miranda, Siete Hermanos, Petare, Caracas. WTD 3/13/63.

## International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 200 Food

**GREECE**—Tallows, soybean meal, powdered and condensed milk. Commission agency. N.N. Pantazopoulo, (sales agent), 13 Kissavou St., Psychico, Athens. WTD 1/22/63.

### 203 Canning, Preserving Foods

**ITALY**—Dried fruit, especially dried prunes, dried apricots, dried peaches. Exclusive distributor and agent for Italy or Central and South Italy. Requests replies from packers and growers only. Ditta Tonini Giulio, (importer, wholesaler), Via Cividale del Friuli 3/7A, Roma.

### 204 Grain Mill Products

**JAMAICA**—Corn; whole grain, crushed and hominy poultry feed. National Trading Co., (manufacturers' representative, commission agent), 5 Bellemar Pl., Kingston 8. WTD 4/29/63.

### 205 Bakery Products

**FRANCE**—Biscuits, cookies, crackers, snack goods, related American specialties. Lucien Ferret, (sales agent, distributor), 10 Rue Saint-Antoine du T., Toulouse, Haute-Garonne. WTD 11/2/61.

### 220 Textile Mill Products

**ENGLAND**—Furnishing fabrics of all types. N. Clayman, Ltd., (manufacturer's agent, sales agent), 19, Hanway Wks., Hanway St., London, W.1.

**TRINIDAD**—Fabrics for furnishings and interior decoration, upholstery fabrics for automobiles; requests replies from manufacturers only. George Attin Auto and Electrical Supplies, (importer, distributor), 7 Edward St., Trinidad, W.I. WTD 4/2/63.

### 228 Yarn, Thread Mills, Products

**ISRAEL**—Nylon and viscose yarns; requests replies from yarn mills only. A.D. Cukierman, Ltd., (importer, agent), 9 Jaffa Rd., Tel Aviv. WTD 5/6/63.

### 229 Textile Goods

**DENMARK**—Crepe nylon yarns, stretch nylon yarns for the textile weaving and knitting industry; requests replies from manufacturers only. Manuel Andres, Textilagentur, (agent), Skolestien, Hellebaek. WTD 4/5/63.

**GREECE**—Leatherettes, expanded vinyl, to be used in upholstery, jackets. Hamio H.N. Mionis, General Import-Export Trading Agency, (sales agent), 15 Aghiou Markou St., Athens. WTD 10/29/62.

### 262 Paper Mills, Products

**PAKISTAN**—News-print. The National Fine Arts and Curios Trading Emporium, (importing distributors and commission merchants), 15-18 Bull Rd. Lahore 7. WTD 3/28/63.

### 264 Converted Paper, Paperboard Products

**PAKISTAN**—Stationery. The National Fine rts and Curios Trading Emporium, (importing distributor, commission merchant), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

### 270 Printing, Publishing Industries

**TRINIDAD**—Seeking appointment as Caribbean representative or sales agent for limited number of publishers. Lyndon Enterprises, Raymond A. Griffith, (book services, magazine subscription agency, magazine publisher), 18 Van Buren Ave., Diego Martin, Trinidad, W.I. WTD 4/19/63.

### 280 Chemicals

**NEW ZEALAND**—Chemicals: phenazone, mepyramine maleate, ephedrine hydrochloride, sodium salicylate, and caffeine citrate; requests replies from manufacturers only. Irving Clarke, Ltd., (agent, importer, exporter), 40 Anzac Ave., or

P.O. box 2646, Auckland, C.1. WTD 8/29/62.

**SPAIN**—Agricultural and domestic insecticides. Dicosa, (importer, wholesaler), Alcala 73, Madrid.

### 281 Industrial Chemicals

**GREECE**—Organic pigments for plastics industry. Menelaos Th. Papayoannou, (importing wholesaler, sales agent), 46 Anakreontos St., Kalithea, Athens. WTD 10/10/62.

Industrial bulk chemicals; requests replies from manufacturers only. Demosthenes K. Kotsopoulos, (importer, wholesaler, retailer, sales agent), 10 Stadiou St., Athens 133. WTD 6/9/63.

**PAKISTAN**—Chemicals: agricultural insecticides, pesticides, fertilizers. International Traders, (Lahore), Ltd., (manufacturers' agent), 65, The Mall, P.O. box 263, Lahore. WTD 5/15/63.

### 282 Synthetic Materials

**FRANCE**—Record moulding matrice. Centre d'Enregistrement des Champs Elysees, (manufacturer), 15 ave. Montaigne, Paris 8e. WTD 2/13/63.

**GREECE**—Plastics materials, p.v.c., polyethylene, polystyrene. N.D. Bessios, (sales agent), 23 Praxitelous St., Athens. WTD 1/9/63.

### 321 Flat Glass

**BURMA**—Glass and glass products, such as glass sheets, looking glass, window glass, figure glass. Keekabhai Jeewajee, (retailer, wholesaler), 473/475 Maha Bandoola St., Rangoon. WTD 1/14/60.

### 322 Glass, Glassware, Pressed or Blown

**SOUTH AFRICA**—Glassware; requests replies from manufacturers only. M.H. Moosa, (importing distributor, manufacturers' agent), P.O. box 194, Pietermaritzburg, Natal. WTD 5/6/63.

### 343 Heating Apparatus

**GREECE**—Radiators and boilers. Requests replies from manufacturers only. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD. 12/20/62.

### 349 Fabricated Metal Products

**SWEDEN**—Genuine gold foils on rolls; imitation and color foils for stamping. Claes W. Zethraeus AB, (wholesaler, sales agent), Box 15072, Stockholm 15.

### 352 Farm Machinery

**GUATEMALA** — Plows, listers, planters, seeders, harrows, sprayers, dusters, cultivators, weeders; requests replies from manufacturers only. Maquinaria del Sur, S.A., (merchant), Avenida del Rastro #4-79, Zona 4, Guatemala.

**SPAIN**—Light agricultural machinery. Dicosia, (importer, wholesaler), Alcala 73, Madrid.

### 355 Special Industry Machinery

**SPAIN**—Food processing equipment. Dicosa, (importer, wholesaler), Alcala 73, Madrid

### 357 Office, Computing, Accounting Machines

**SPAIN**—Reconditioned typewriters, calculators. Requests replies in Spanish. P. Sanchez( wholesaler, retailer), Alcala 120, Madrid. WTD 4/30/63.

### 358 Service Industry Machines

**FRANCE**—Prefabricated frozen food storage cabinets, show-case or display-counter refrigerators and freezers; defrost units; refrigerator fittings, stampings, trims, related accessories; insulation panels and partitions; liners; molded forms and fabricated pieces; immersion-type bottled beverage coolers for refreshment stands. Comptoir General du Froid, (sales agent, distributor, retailer), 21 Rue Honore-Tessier, Bordeaux, Gironde. WTD 4/16/63.

### 362 Electrical Industrial Apparatus

**GREECE**—Electrical equipment, such as generators, turbines, motors. Requests replies from manufacturers only. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

**GUATEMALA** — Motor-generator plants, (diesel or gasoline), with capacity of from two to 15 kw. Maquinaria del Sur, S.A., (merchant), Avenida del Rastro #4-79, Zona 4, Guatemala.

### 363 Household Appliances

**ADEN**—Hand-operated ice cream freezers with fibre glass tubs, 4-6 quarts; electric-motor driven ice cream freezers with fibre glass tubs, 4-6 quarts; house refrigerator type electric ice cream freezers, 2½ quart size. Eduljee Cooverjee Patel & Sons, (importing distributor), Saila Rd., Crater, Aden.

**FRANCE**—Refrigerators; packaged coolers, chillers, freezers; defrost units; refrigerator fittings, stampings, trims, related accessories; insulation panels, partitions; liners; molded forms and fabricated pieces; portable beverage-coolers for outings. Comptoir General du Froid, (sales agent, distributor, retailer), 21 rue Honore-Tessier, Bordeaux, Gironde. WTD 4/16/63

### 366 Communications Equipment

**GREECE**—Telecommunications equipment such as transmitters, receivers. Requests replies from manufacturers only. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated.*

**AUSTRALIA**—John M. Harkin, representing Frank M. Harkin & Co., 117 York St., Sydney, interested in negotiating direct manufacturers agencies for **glassware, costume jewelry, hollow-ware, cutlery, general giftware, table items, brush, mirror and comb sets.** June 24 via New York for 3 weeks. C/O Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: New York, Los Angeles, San Francisco.

**ECUADOR**—Jorge Murillo Febres Cordero, representing his own firm, Murillo, P.O. box 3751, V. M. Rendon St. no. 610, Guayaquil, interested in obtaining **machinery for manufacturing toothbrushes** and requesting technical information for same. May 22 via Miami for one month and a half. c/o Sabal-Kielmann, Inc., 505 8th Ave., New York 18, N.Y. Attn: Mr. Fred E. Levin. Itinerary: San Antonio, Houston, New York, Washington, Miami.

**GUATEMALA**—Bernardo Feterman, representing "Creaciones Feters", 19 Calle 13-16, Zona 1, Guatemala City, interested in new or rebuilt **knitting machinery** for the manufacture of "bulky"- type sweaters from orlon yarns. June 10 via Miami for three weeks. c/o Hotel Martinique, Broadway & 32nd St., New York 1, N.Y. Itinerary: New York.

**GUATEMALA**—Jorge Zimbri, representing Industrias de Algodon, S.A., and "Aceites Vegetables, S.A." 17 Calle 5-35, Zona 1, interested in **machinery to manufacture tires.** June 3 via Houston for six weeks. c/o Brazos Engineering Co., Inc., 5907 Navigation St., Houston, Texas. Itinerary: Houston, New Orleans, Cleveland.

**INDIA**—Mr. Piloo D. Sidhwa, representing Hind Equipment Corp., Pvt., Ltd., 24B Hamam St., Fort, Bombay, interested in purchasing of **machinery for manufacture of shock absorbers for automobiles, trucks and railways, and vibration controls.** June 8 via New York for two months. c/o American Express Company Inc. Itinerary: New York, Washington, Boston, Chicago, Detroit, Cincinnati.

**ISRAEL**—Mr. Haroun Moshi, representing Union Lloyd Travel & Tours, Ltd., 17 Rothschild Blvd., Tel Aviv, interested in (1) the promotion of the **USA visit scheme** and to gather advance data and information, (2) obtain the exclusive arrangements on behalf of Israeli participants to **congress exhibitions, conventions** taking place in the U.S. during 1963-1964, (3) to supply said data and information to Israeli participants so as to enable them to select in accordance to their business or social interest. May 30 via New York for two weeks. c/o Messrs. Napp-Easton, Inc., 781 5th Ave., New York 22, N.Y. Itinerary: New York.

**JAPAN**—Mr. Yukuo Kawahara, Chief of Mayor's Secretariat, Okayama City Office, Okayama City, interested in **the study of municipal government administration** in the U.S. May 25 via Los Angeles for 33 days. c/o Pacific Neighbors, San Jose City Hall, Calif. Itinerary: Los Angeles, San Francisco, San Jose, San Diego, Austin, Houston, New Orleans, Washington, New York, Boston, Buffalo, Ann Arbor, Chicago, Honolulu.

**TAIWAN**—Dr. Hui Hsieh, representing Union Industrial Research Institute of the Ministry of Economic Affairs, P.O. box 100, Hsinchu, interested in **chemistry, metallurgy, radioactivity sections of National Bureau of Standards,** Department of Commerce; **Agricultural Research Service,** Department of Agriculture; **Bureau of Mines,** Department of Interior; also request technical information on methods of management and fields of research. June 5 via New York for one month. c/o Richard Hsieh, 1729 Northern Pkwy., Baltimore 12, Md. Itinerary: New York, Washington, Pittsburgh, Detroit, Chicago, San Francisco.

## Greece seeks sales agencies for construction equipment

"Domisis" Engineering & Technical Agencies Corp., 6 Kriezotou St., Athens 134, is seeking sales agencies for heavy construction equipment, air conditioning systems, radio and television electronics, and telecommunication systems including radar, wireless and "short range" telephones.

A WTD dated April 8, on Domisis is available from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington 25, D.C.

# New Trade Lists

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March unless otherwise indicated.

- Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Mexico.
- Aircraft and Aeronautical Equipment Importers and Dealers—Colombia.
- Aircraft and Aeronautical Equipment Importers and Dealers—Japan.
- Architects, Builders, Contractors and Engineers—Mexico.
- Architects, Builders, Contractors and Engineers—Syria.
- Boot and Shoe Manufacturers—Brazil, February.
- Boot and Shoe Manufacturers—Turkey.
- Chemical Importers and Dealers—Egypt (U.A.R.), April.
- Chemical Importers and Dealers—El Salvador, April.
- Clothing Manufacturers—Tunisia.
- Cooperage and Container Importers and Dealers—New Zealand.
- Dry Goods and Clothing Importers and Dealers—Austria, February.
- Fruit and Nut Importers, Dealers and Exporters—The Netherlands.
- Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Iraq.
- Hardware Importers and Dealers—Costa Rica, April.
- Instrument, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Austria.
- Instrument, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Peru.
- Instrument, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Turkey.
- Iranian Contractors—Iran.
- Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Turkey.
- Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Iraq, May.
- Leather and Shoe Findings Importers and Dealers—Israel, April.
- Meat Packing, Sausage and Casings—Morocco, April.
- Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Trinidad and Tobago, April.
- Metallurgical and Metal Working Plants—Egypt (United Arab Republic), April.
- Office Supply and Equipment, Stationery and Paper Importers and Dealers—Austria, February.
- Office Supply and Equipment, Stationery and Paper Importers and Dealers—Finland, May.
- Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—United Kingdom, February.
- Paints, Varnish and Pigment Importers, Dealers and Manufacutrers—Venezuela, April.
- Plastics Material Importers, Dealers and Manufacturers—Greece.
- Plastics Material Importers, Dealers and Manufacturers—Hong Kong.
- Printers, Lithographers, Engravers and Publishers—Morocco.

## Building materials, equipment sought for Greek hotel

"Colossos", Ltd., Hotel and Touristical Enterprises, P.O. box 105, Rhodes, Dodecanese Islands is interested in buying materials and equipment for construction and operation of a 200-room hotel.

Specifically mentioned are wall, floor and roof tiles, plastics materials for walls and floors, sanitary ware and equipment, flat glass and mirrors, air conditioning and heating equipment, elevators, elevator and interior buzzer systems and signals, telephone apparatus and equipment, furniture for restaurant, bar, bedrooms and living rooms, mattresses and linens, tableware and cutlery, kitchen equipment including cooking appliances and utensils, bar equipment, laundry equipment, floor coverings, plastic venetian blinds, and wall papers.

The company would appreciate illustrated catalogs and price lists.

## Chilean firm asks agencies for commercial fishing gear

Compania Financiera "Atlas" Limitada, 91 Estado, office 315, Casilla 3014, Santiago, is interested in representations of a complete line of commercial fishing equipment, particularly marine motors and echo sound equipment.

The company would also like to act as a purchasing agent in Chile for U.S. buyers of fish meal and fish oil.

A WTD dated April 8, on Atlas is available from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington 25, D.C.

# Construction Projects

*Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.*

**CEYLON**—A recent announcement by the Ministry of Finance, Colombo, Ceylon, stated the Government of Canada has allocated Rs 10.6 million (about $2.2 million) out of counterpart funds generated by the sale of gift wheat flour supplied under the Colombo Plan to meet the costs for construction of the following irrigation projects in East Ceylon:

1) Reconditioning seven miles of Minneriya-Kantalai Yoda Ela up to Gal Oya. The work includes bridges, spill and control structures, and the like, to divert water from the Amban Ganga and its tributaries to Kantalai, Kaudulla and Minneriya tanks. This is the fourth and final stage for restoration of the Yoda Ela canal. Cost of the project is estimated at Rs 4 million ($1.12 million).

2) Namal Oya Reservoir. This project covers construction of a reservoir in the Gal Oya Valley where the dam over the Namal Oya has recently been constructed. The reservoir will have a storage capacity of 30,000 acre-ft. It will be used to irrigate 4,000 acres of land expected to yield 320,000 bushels of paddy in two seasons. Estimated cost of the project is Rs 8 million ($2.24 million).

# Leads for Importers

*Commodities are offered direct unless specified.*

### 074 Hunting, Trapping, Game Propagation

**GERMANY**—Hunting pheasants as follows: (1) eggs from 50 pieces upwards (May to July); (2) one-day chickens from 25 pieces upwards (May to July); (3) young pheasants (8 weeks old, unsorted; 10 weeks old, unsorted and sorted in breeds one to three; 12 weeks old, unsorted and sorted in breeds one to three) July to September; (4) hunting pheasants, fully grown and sorted (January to December); (5) pheasant fodder in bags. Wildfasanerie Moorhof, Postfach 105, 11 Viefhuesweg, 4432 Gronau/Westf, WTD 5/8/63.

### 203 Canning, Preserving Foods

**IRAN**—The Iranian Fisheries Co. invites bids for 180,000 k. of caviar to be delivered over a three-year period, 1963-1966. Bid deadline July 1. Specifications and terms of transaction may be obtained from Iranian Economic Mission, 1413 K St., NW., Washington 5, D.C.

### 342 Cutlery, Hand Tools, General Hardware

**PAKISTAN**—Cutlery and scissors, all grades. M. S. Bros. and Co., Gohadpur, Sialkot City. WTD 4/30/63.

### 345 Bolts, Nuts, Screws, Rivets, Washers

**FRANCE**—Bolts and nuts cut off bars and special pieces cut off bars. Bohly Freres, 72 Avenue des Champs-Elysees, Paris 8. WTD 5/9/63.

### 361 Electric Transmission, Distribution Equipment

**FRANCE**—Precision cobuloscopes, voltmeters, control instruments used in the manufacture of radios. Audiola 150 ave de Saint-Ouen, Paris 18e. WTD 5/15/63.

### 384 Surgical, Medical, Dental Instruments

**PAKISTAN**—Surgical instruments of stainless steel, nickel plated, chromium—all grades. M. S. Bros. and Co., Gohadpur, Sialkot City. WTD 4/30/63.

### 399 Manufacturing Industries

**NETHERLANDS**—Distributors for the sale of small wooden and Delft blue porcelain shoes, into which cigaret lighters have been fitted. Bicotex, 528-530 Herengracht, Amsterdam.

## Bid deadline extended for Costa Rica highway

The Minister of Public Works of the Government of Costa Rica has extended the bid deadline for Tender 8480, Cartago-Limon Highway, from May 6 to June 18.

Tender 8480 is among the first for projects in Costa Rica's Plan Vial, the initial phase of which is a four-year program of highway and bridge construction. Groups of projects are to be advertised periodically to the total extent of approximately US$11 million for contract work.

The program is being carried out under a loan agreement with the World Bank and International Development Association.

Information on the program may be obtained at the Costa Rican Embassy, 2112 S St., N.W., Washington, D.C., where plans, specifications and bidding documents for invitation 8480 are available for examination.

Invitations to bid and informational notes regarding the highway construction program of Costa Rica are available from the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington 25, D.C. (INTERNATIONAL COMMERCE, April 22, p. 27).

## Greece needs equipment for three cheese plants

The Agricultural Bank of Greece, 12-14 Karageorgi Servias St., Athens, is asking for bids for the procurement and installation of mechanical, hydraulic and electrical equipment for three cheese plants.

Tender no. 1755 closes June 27.

The plants will be located at Olympos, Thessaly; Rethymnon, Crete; Philiates, Epirus. Estimated cost is $110,000 (about $60,000 for machinery and $50,000 for installation).

Specifications are available on a short term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Department of Commerce, Washington 25, D.C.

## Ceylon will purchase 100 tractors, equipment

The Department of Agriculture, Peradeniya, Ceylon, has requested bids on 100 tractors, 130 tyne tillers, 25 two-furrow disc plows, 100 sets of cage wheels, and 20 hydraulic tipping trailers.

Closing date for submission of bids is June 21.

Copy of tender may be obtained from the ACME Division, BDSA, Rm. 4025, Department of Commerce, Washington 25, D.C.

## Indian railways requests non-metallic brake shoes

The Director, Railway Stores, Railway Bd., New Delhi, India, has issued worldwide tender no. G.P. 31 of 1963 for supply of 16,000 non-metallic brake shoes.

Tender closing date is July 11.

Tender documents may be procured from the India Supply Mission, (D/ENQ/698), 2536 Massachusetts Ave., N.W., Washington 8, D.C., for a fee of $5.25 which is not refundable.

# CED prepares lengthy, 2-volume study comparing U.S., EEC tariff systems

**Expected to be valuable because of upcoming 'Kennedy round' of tariff bargaining in Geneva; task took staff over 2 years**

The Committee for Economic Development (CED) last week announced completion of a two-volume study which provides a detailed comparison of the tariff systems of the United States and the European Economic Community.

Sponsors of the study expect it to be very useful for businessmen and government representatives because of its timeliness. The "Kennedy round" of the tariff bargaining under the General Agreement on Tariffs and Trade (GATT) is scheduled to get underday next May.

Title of the study is "Comparative Tariffs and Trade."

### Took over 2 years

The study took the staff headed by Dr. Frances K. Topping well over 2 years to prepare. The task was made more difficult because of the necessity to reconcile two different tariff classification systems.

The EEC adopted several years ago the Brussels Tariff Nomenclature—a simplified system using about 1,100 headings. The CED has regrouped under the Brussels tariff headings the U.S. tariff schedule of 5,800 commodity listings with the 3,300 of the Common Market external tariff.

The study will be available on a limited basis for $50 per copy. A Ford Foundation grant enabled the CED to compile the work.

Other features in the study include a comparison of the average tariff placed on imports besides foods, beverages, wool and cotton. In the case of the United States this was 7.3% of $10,482,163 in imports in 1960 on an f.o.b. basis, and 5.7% of imports of $9,658,497 by the EEC in 1959 on a c.i.f. basis. On the c.i.f. basis, the U.S. tariffs would have been about 10% lower or approximately 6.6%.

The study also presents the volume of imports for commodity groups and other information under 17 tabular headings. Changes in the external tariffs for both the U.S. and Common Market, coming from the 1961 negotiations, are also provided.

In addition to its timeliness in regard to the upcoming "Kennedy round," the work is expected to be of value to economists, banks, government agencies, market researchers and industry planners concerned with business development.

The CED is located at 1000 Connecticut Ave., NW., Washington, D.C.

## Four new chapters of Latin Food Code translated

The April 1963 issue of the Food Drug Cosmetic Law Journal contains an English translation of the following chapters of the draft (1960 revision) Latin American Food Code:

Chapter I—General Provisions;

Chapter II—General Requirements for Food Factories and Food Outlets;

Chapter III—The Storage, Preservation and Processing of Foods; and

Chapter V—Labeling.

These translations were made by Ann M. Wolf of New York. A reprint of these 4 chapter translations is available (single copy only) upon request to the Food Law Institute, 205 E. 42nd Street, New York 17, N.Y.

Interested firms may obtain a loan copy of the reprint of the 4 chapters mentioned above upon request to the Bureau of International Commerce, OIRE, Department of Commerce, Washington 25, D.C.

Copies of previously translated chapters are also available on loan.

## English text of Italy's dumping ban is available

Italy's Anti-Dumping Law—in an unofficial English translation—is now available on loan from the European Division (OIRE), Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

The measure, adopted under Article VI of the General Agreement on Tariffs and Trade (GATT), is designed to prevent sale of imports at abnormally low prices in Italy. It was published as Law No. 39, dated Jan. 11, 1963, in the Official Gazette *(Gazzetta Ufficiale della Repubblica Italiana)* No. 40, Feb. 12, 1963. (See INTERNATIONAL COMMERCE, Jan. 21, 1963, page 22.)

# New Books and Reports

***Yearbook of International Trade Statistics*: 1961. Published by the United Nations. New York, 1963. 709 pp. $8.**

An encyclopedic statistical treatment of world trade in 1961. Summary tables list world trade by regions and countries, world exports by provenance and destination, world and regional export and import quantum and price indices of terms of trade, and indices by commodity classes. The body of the book consists of tables for 137 individual countries or trading entities, containing the weight and value of commodities traded.

Inquiries should be directed to the Publishing Service, United Nations, New York, N.Y. It can also be ordered from any of the UN publications distributors located in 76 countries around the world.

***Monetary Policy and the Financial System*. By Paul M. Horvitz. Prentice-Hall, Inc. Englewood Cliffs, N.J. May, 1963. 492pp. $11.**

A textual treatment of U.S. monetary policy, with a chapter on monetary policy in an international economy. It can be ordered from Prentice Hall Publishing Company, Englewood Cliffs, New Jersey, if not available at regular book stores.

**Overseas Business Reports. U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing) 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

**Basic Data on the Economy of the United Arab Republic (Egypt).** OBR 63-95. 13 pp. Contains an analysis of economic development and descriptions of industry, electric power, transportation, finance, foreign trade and marketing procedures.

**Living Conditions in Hong Kong.** OBR 63-96. 14 pp. Covers entry requirements for U.S. citizens, customs procedure, currency and foreign exchange regulations, cost of living, climate and clothing, health conditions and medical facilities, institutions, and transportation and communications.

**Import Tariff System of Switzerland.** OBR 63-98. 3 pp. Contains the requirements for shipping goods into Switzerland.

**Establishing a Business in Austria.** OBR 63-99. 18 pp. Describes the Government policy on investment, regulations for the entry and repatriation of capital, industrial and investment guarantees, trade factors affecting investment, types of business organizations, regulations and practices affecting employers and employment, taxation, export promotion credits, trade license requirements, and industrial operating factors, including utility rates.

**Living Conditions in East Africa.** OBR 63-100. 7 pp. Lists the entrance requirements, customs procedures, cost of living, taxes and taxation, institutions, transportation, communications and banking.

**Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.**

**Such requests must be received not more than 15 days after the publication date of the issue of INTERNATIONAL COMMERCE in which the requested OBR was listed.**

***New York Port Handbook*: 1963. Published by the Port Resources Information Committee. New York, 1963. 224 pp. $2.50.**

A comprehensive coverage of information relative to general cargo, railroads and lighterage, airport, trucking, service to ships, service to shippers and general port services at the Port of New York. It can be ordered from the Port Resources Information Committee, Inc., One Broadway, New York 4, N.Y.

***24th Annual Report of the Foreign-Trade Zones Board to the U.S. Congress*. U.S. Dept. of Commerce. Washington, 1963. 47 pp. 25 cents.**

The report of activities in the fiscal year which ended June 30, 1962. It can be ordered from the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

***Commodity Agreements—Their Role in the World Economy*. Published by the Chamber of Commerce of the U.S. Washington, 1963. 46 pp. 50 cents.**

This report sets forth detailed specifications of the commodity problem in terms of both its short- and long-run dimensions. It discusses a few approaches to the instability of primary commodity prices and describes the 4 basic types of international commodity agreements. The alternatives to commodity agreements are also examined.

It can be ordered from the Chamber of Commerce of the United States, Washington 6, D.C.

***Tax Policy on U.S. Investment in Latin America*. A symposium published by the Tax Institute of America. Princeton, N.J. May, 1963. 275 pp. $7.**

The Institute's symposium was planned to focus attention on tax policies of Latin American countries as they apply to U.S. private investments there, inter-American programs of cooperation relating to tax matters, and U.S. tax policies affecting private investment in Latin American countries.

The opening section discusses recent Latin American tax trends, the taxation of agriculture in Latin America, and how to plan a tax policy for a Latin American nation. Part Two treats the tax systems of 7 Latin American countries.

Organizations and projects for inter-American tax cooperation are discussed in the third section, including an outline of a Latin American common market's tax problems; the expanded program for Internal Revenue Service technical assistance in tax administration; and reports on the conferences and activities of the joint tax program of the OAS, the Inter-American Development Bank, and the Economic Commission for Latin America.

The final section considers U.S. tax policies affecting private investment in Latin America, and the impact of the Revenue Act of 1962. Practical implications of U.S. tax policy and the effect of Treasury Department proposals on the tax status of investors in Latin America are also covered.

Copies can be ordered from the Tax Institute of America, 457 Nassau Street, Princeton, N.J.



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# Calendar

*for international traders*

**June**

**10-11**—FCIA Conference, **Columbus, Ohio.** Sponsor: Ohio Assn. of Capital Stock and Insurance Representatives. Speaker: T. H. Bivan, Chairman of FCIA's Governing Committee.

**10-12**—Douglas Fir Plywood Assn. Conference, **Portland, Ore.** Commerce Speaker: Daniel Goldy, Administrator of the Business and Defense Services Administration.

**11**—St. Louis Rotary Club Dinner, **St. Louis, Mo.** Commerce Speaker: Secretary of Commerce Luther Hodges.

**11**—The Emerging World Enterprise —Seminar on World Economic Developments. Monteleone Hotel, **New Orleans, La.** Sponsors: International House, Regional Export Expansion Council, New Orleans Clearing House Assn., U.S. Department of Commerce New Orleans Field Office.

**13**—Second Annual Conference on International Business. University of San Francisco, **San Francisco, Cal.** Sponsors: University of San Francisco; San Francisco Field Office of the Dept. of Commerce; and the San Francisco Regional Export Expansion Council.

**13**—Monthly Luncheon Meeting, International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.**

**17-19**—American Marketing Association Annual Convention, **Washington, D.C.** Speaker: Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business (June 18). Richard Holton, Assistant Secretary of Commerce for Economic Affairs, and Eugene M. Braderman, Director of the Bureau of International Commerce (June 17).

**17-19**—Third Annual Trade Institute. Hotel Duluth, **Duluth, Minn.** Commerce Speaker: Draper Daniels, National Export Expansion Coordinator.

**18**—Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

**19**—Hampton Roads Foreign Commerce Club Luncheon. **Hampton Roads, Va.**

# Working for you

## Department of Commerce Field Offices

**Albuquerque**, N. Mex., Courthouse. Phone: 247-0311, ext. 2386
**Anchorage**, Alaska, Rm. 60, U.S. Post Office & Courthouse. Phone: BRoadway 2-9611
**Atlanta** 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000.
**Birmingham**, Ala., Title Building, 2028 Third Ave., N. Phone: 323-8011, ext. 3131
**Boston** 10, Mass., Room 230, 80 Federal St. Phone: CApitol 3-2312
**Buffalo** 3, N.Y., 504 Federal Building, 117 Ellicott St. Phone: TL. 3-4216
**Charleston** 4, S.C., Area 2, Sergeant Jasper Bldg., West End Broad St. Phone: 722-6551
**Cheyenne**, Wyo., 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731
**Chicago** 6, Ill., Room 1302, 226 West Jackson Blvd. Phone: 828-4400
**Cincinnati** 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944
**Cleveland** 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900
**Dallas** 1, Tex., Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 8-5611
**Denver** 2, Colo., 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598
**Detroit** 26, Mich., 438 Federal Building. Phone: 226-6088
**Greensboro**, N.C., Room 407 U.S. Post Office Bldg. Phone: BRoadway 3-8234
**Hartford**, Conn., 18 Asylum St. Phone: 244-3530
**Honolulu** 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464
**Houston** 2, Tex., 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611
**Jacksonville** 2, Fla., 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111
**Kansas City** 6, Mo., Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000
**Los Angeles** 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 9-4711, ext. 1261
**Memphis** 3, Tenn., 212 Falls Bldg., 22 N. Front Street. Phone: JAckson 6-3426
**Miami** 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581
**Milwaukee**, Wis., 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473
**Minneapolis** 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street. Phone: 334-2133
**New Orleans** 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411, ext. 6547
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